Board of Trade Journal

Volume 197, No. 3781 Published by Her Majesty's Stationery Office 3 September 1969

2s. 0d. net

The softest touch in the business

And that goes for our cargo handling too. There's no denying that BUA's passengers have a pretty easy time. They've only got to ask and one of our gorgeous hostesses will bring another cushion or a second drink. We can see they're happy—and we see that your cargo's comfortable too.

See that it's properly stowed, carefully handled and that any special requirements are acted on. It's looked after and fussed over as much as any young passenger on their first flight. It's handled by men every bit as careful and attentive as our hostesses. They're trained just as efficiently—they have to be or we'd never keep our reputation for giving cargo the kid glove treatment.

This reputation's very important to us. As Europe's leading Independent airline we have to give a real service to be competitive. And that's the way we want to keep it.

Our network's pretty impressive too. Our Africargo service covers East and Central Africa specifically, and we have cargo space on all our other U.K., European, East, Central and West African and South American scheduled flights.

Next time you're shipping freight by air give BUA a try. We'll be surprised if you don't have a soft spot for us pretty soon.

The airline that has to be best

BUA

BRITISH UNITED AIRWAYS

Reservations and deliveries can be made at either cargo unit. **HEATHROW,** Building 114, Cargo Unit, Heathrow Airport, London. Tel: 01-759 4111. **GATWICK,** Cargo Unit, Gatwick Airport, London. Tel: 01-283 8755.

Scheduled jet services Accra, Amsterdam, Bathurst, Belfast, Buenos Aires, Edinburgh, Entebbe, Freetown, Genoa, Gibraltar, Glasgow, Jersey, Las Palmas, Le Touquet, Lisbon, Lusaka, Malaga, Nairobi, Ndola, Rio de Janeiro, Rotterdam, Santiago, Sao Paulo, Tenerife, Tunis.

BFR 185

Board of Trade Journal

VOLUME 197, NO. 3781. PAGES 597-660. 3 SEPTEMBER 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

Index to Statistics 598

Subscriptions, Advertisements, Reprints 598

Anglo-Swedish Chamber of Commerce: what it is and what it does 601
New chairman for BNEC Africa 603
Sir Alexander Glen outlines BTA's tasks and priorities 603
The Development of Tourism Act 1969: correction 603
Customs simplified procedure for re-imported goods 603
New Chief Press Officer at the Board of Trade 604
Consideration of mergers by the Board of Trade 604
The Import Duties (General) (No. 1) Order, 1969 604
The Import Duties (Temporary Exemption) (No. 5) Order, 1969 604
Suspension of anti-dumping duties on files and rasps originating in Portugal 604
Application for removal of import duty on certain fruit and vegetable products 604
Application for drawback of duty on imported refined sugar used in condensed milk 604
ECGD backing for export contracts: £20 million credit for Poland; £1.5 million contract for Liberian cargo vessel; £4.1 million contract for turbines for Argentina 605
Credit for exports to Brazil 605
Conference on exporting to Middle East 605
Instyle Ltd. to occupy Team Valley factory 607
Work starts on new industrial estate at Cramlington 607
Wellman Industrial Controls to take over vacant BoT factory at Llangefni 607
Work begins on Scottish advance factory 608
Factory development in Carlisle 608
Northern Ireland's Company Law Amendment Committee 608
Patents endorsed 'Licences of Right' 608

Aviation and Shipping
Mr. William Rodgers to visit Australia and Fiji 609
Appeal against Stansted/Gerona air tour tariff dismissed 609
Luton/Malta air tour licence granted 609
BEA's year of recovery and expansion 609

Government surplus sales by auction 611

New Books 612

STATISTICS
The economy: selected indicators 613
Trade credit and exports in 1967 614
Aircraft noise at Heathrow and Gatwick Airport First Quarter 1969 617
Trends in company finance 618
Acquisitions and mergers of companies in the second quarter of 1969 621
'Economic Trends' for August 622
Foreign travel and tourism – amendments 622
Business Monitor 622
Car and commercial vehicle production 623
Registrations of British and foreign films 624

EXHIBITIONS AND FAIRS
Mrs. Dunwoody to visit British trade promotions abroad 626
Increased sales before British Week in Vienna 626
British pavilions at Moscow exhibitions: applications for space 627
Exhibitors report 627

Queen's Award to Industry i-viii

Changes in the Programme of Trade Promotions and in the classified list of Trade Fairs and Exhibitions throughout the world 630

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom and East Germany 633
Republic of Burundi and the United Arab Republic 634
Hints to businessmen visiting Uruguay 634
Opportunities for exporters – calls for tender 636
Export Missions and Tours 642
Export Orders 643

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Tariff board inquiry: anti-knock compound 658
Canada: 'Made in Canada' ruling 659
Chile: Customs schedule amendments 658
Cuba: New import organizations 658
European Communities: Common agricultural policy. Transport in the EEC. Association agreement between Tunisia and the EEC 648
France: Imports from non-community countries 649
Greece: Import and Exchange Control 651
Iran: Documentation. Import regulations 651
Israel: Investment legislation 652
Korea, Republic of: Amendment to alien land law 652
Mongolia: New trade marks legislation 652
New Zealand: Consumer (Protection) Information Bill. Emergency Protection Authority. Customs tariff inquiry: Printing machinery, canned pineapple, artificial flowers, foliage and fruit, babies' clothing 652
Panama: Visiting businessmen from Britain 658
Portugal: Drawback of import duty (1), (2) 651
Singapore: Import control: crockery 652
Somali, Republic of: Short-term development programme 652
South Africa, Republic of: Customs tariff changes 652
Southern Yemen: Foreign investment law 651
Spain: Opening of global quotas 1969. Import duty suspension: correction. Import duty suspension: Extension of time limit. Joint assembly; turbine electric generators. Joint assembly: motor vehicles for transport of earths, rocks and ores. Joint assembly: electric generators. Customs tariff modification. Customs tariff wording modification. Appendix List of Customs tariff 649
United States: National Commission on Product Safety. Hazardous substances. Motor vehicle safety standard amendment. Shoe lathes: duty suspension 659

Front cover photograph

Lord Rhodes, Lord Lieutenant of Lancashire, presenting the Queen's Award to Industry 1969 to Mr. Edgar Pickering, chairman of Edgar Pickering (Blackburn) Ltd., in the presence of directors and staff of the firm and of the Mayor and other dignatories of Blackburn. The award was made for export achievement to Pickering's, who have sold tufting-machinery, latex plants, carpet driers, dyeing units and other speciality machines to 31 countries. An 8-page illustrated supplement featuring other award-winning firms is published with this issue.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow airport (Q)	This week
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	28 Mar. 1969
Balance of payments (Q)	25 June 1969
Bankruptcy orders (Q)	6 Aug. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	9 July 1969
Industry's investment intentions (3 times a year)	18 June 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	13 Aug. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	This week
Income and finance (Q)	This week
New companies registered:	
Gt. Britain (M)	27 Aug. 1969
N. Ireland (M)	23 July 1969
Computers:	
UK computer market (Q)	23 July 1969
Construction work overseas (A)	11 Oct. 1969
Credit:	
Instalment credit business (M)	2 July 1969
International trade credit (A)	This week
Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	20 Aug. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 Mar. 1969
Production, exports and orders (M)	27 Aug. 1969
ECGD business (Q)	27 Aug. 1969
Film industry:	
British Film Fund Agency returns (M)	6 Aug. 1969
Cinema admissions and takings (M)	13 Aug. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	6 Dec. 1969
Registration of films (A)	24 June 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	6 Aug. 1969
Footwear industry orders and deliveries (M)	20 Aug. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	11 June 1969
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	6 Aug. 1969
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	6 Aug. 1969
Value of overseas trade (M)	20 Aug. 1969
Value of overseas trade: analysis of trends (Q)	6 Aug. 1969
Gold and convertible currency reserves (M)	13 Aug. 1969
Hairdressing trades turnover (M)	13 Aug. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	13 Aug. 1969
Business (M)	6 Aug. 1969
Industrial building provisional figures (Q)	30 July 1969
Industrial development approvals (Q)	25 April 1969
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	27 Aug. 1969
N. Ireland index (M)	27 Aug. 1969
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	25 April 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	13 Aug. 1969
Machine tools, deliveries and orders (M)	20 Aug. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	2 July 1969
Deliveries (Q)	7 Feb. 1969
Production (M)	13 Aug. 1969
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	13 Aug. 1969
Office development permits (Q)	13 Aug. 1969
Partnerships registered	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Transactions (Q)	14 May 1969
Retail prices index (M)	27 Aug. 1969
Retail trades:	
Index nos. (M)	6 Aug. 1969
N. Ireland index (M)	27 Aug. 1969
Royalty transactions (A)	14 May 1969
Shipping:	
Movement at UK ports (M)	20 Aug. 1969
Nationality of vessels in UK sea-borne trade (A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	9 July 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Retail (M)	13 Aug. 1969
Television:	
Overseas payments and earnings (A)	3 May 1969
Textiles:	
Clothing and textile orders and deliveries (M)	27 Aug. 1969
Cotton production (M)	27 Aug. 1969
Wholesale houses sales (M)	20 Aug. 1969
Wool exports (Q)	27 Aug. 1969
Wool output (M)	27 Aug. 1969
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	20 Aug. 1969
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	20 Aug. 1969

Board of Trade, Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1968
British commercial representatives overseas	18 June 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1969
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June, 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotion	13 Aug. 1969

SUBSCRIPTIONS
ADVERTISEMENTS
REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 13a Castle Street, Edinburgh, 2; 2 Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1969

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654.)

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1; 50 Fairfax Street

Enclosed please find £6 18s. 6d.
being one year's subscription to the BOARD OF TRADE JOURNAL
The copy should be sent to:

Name.....

Address.....

.....

Do you know the latest trends in your industry?

To be up to date you need the Business Monitor Production Series

Up-to-date statistics of the output or deliveries of a wide range of industries that are collected by the Board of Trade and the Ministry of Technology are published regularly in the Business Monitor Production Series.

Each Monitor contains the latest figure of output, often with considerable detail of individual products, with a run of past figures, and some include additional information such as figures of materials used and stocks. The Monitors are the primary, and in many cases the only, source of the statistics they contain.

They are thus essential for keeping abreast of trends in an industry's activity, and in the output of its products. Firms can see how their own output compares with that of their industry as a whole, and which groups of products are expanding and providing market opportunities. They can also, in many cases, see what has been happening to competing products and follow the experience of industries that supply them or which they supply.

As an aid to more effective planning, and marketing, the information in the Business Monitor Production Series can be invaluable. Many firms already find that this is so. Whether your firm is large or small, you need the Business Monitor to keep you in touch with the trends in your industry.

Business Monitors are obtainable by annual subscription at £25 a complete set, or £1 a year for each title published monthly, or 7s. 6d. for each title published quarterly. Reduced rates are also available for bulk orders of 25 or more copies of individual titles.

Complete the order form below and send it to Her Majesty's Stationery Office, P.O. Box 569, London, S.E.1.

Titles in the Business Monitor Production Series are:

Chemicals, etc.
- P 19 Colours (Q)
- P 66 Organic Chemicals (Q)
- P 18 Paint and Varnish (Q)
- P 58 Pesticides and Allied Products (Q)
- P 22 Polishes (Q)
- P 20 Soap and Synthetic Detergents (Q)
- P 21 Synthetic Resins and Plastics Materials (Q)
- P 11 Toilet Preparations (Q)

Clothing and Footwear
- P 60 Clothing (M)
- P 17 Footwear (M)
- P 16 Gloves and Mittens (Q)

Mechanical and Electrical Engineering
- P 63 Agricultural Machinery (Q)
- P 47 Contractors' Plant (Q)
- P 70 Cranes (Q)
- P 51 Electric Lamps (Q)
- P 65 Electric Light Fittings (Q)
- P 26 Engineers' Tools (Q)
- P 8 Gramophone Records (M)
- P 13 Internal Combustion Engines (Q)
- P 27 Mechanical Handling Plant (Q)
- P 64 Metal-Working Machine Tools (Q)
- P 50 Motor Control Gear (Q)
- P 23 Office Machinery (Q)
- P 48 Photographic Equipment (Q)
- P 28 Refrigerating Machinery (Q)
- P 12 Rotating Electrical Machinery (Q)
- P 29 Scientific and Industrial Instruments and Apparatus (Q)
- P 49 Watches and Clocks, etc. (Q)

Metal Goods
- P 32 Cutlery (Q)
- P 34 Hollow-Ware (Q)
- P 33 Jewellery (Q)
- P 54 Safety-Razor Sets and Blades (Q)
- P 31 Tools and Implements (M)

Mining and Quarrying
- P 57 Salt (M)

Paper, Publishing, etc.
- P 67 Boxes, Cartons and Fibreboard Packing Cases (M)
- P 75 General Printing and Publishing (Q)
- P 71 Manufactured Stationery and other Paper and Board Products (Q)
- P 69 /74 Newspapers and Periodicals (Q)
- P 68 Paper and Film Bags (M)
- P 5 Paper and Paper-Making Materials (M)

Pottery
- P 6 Pottery and Electrical Ware (M)

Textiles
- P 9 Carpets and Rugs (Q)
- P 4 Hosiery and Other Knitted Goods (Q)
- P 15 Lace (Q)
- P 14 Linen (Q)
- P 10 Elastic Goods and Narrow Fabrics (Q)
- P 72 Warp Knitted Fabrics (Q)
- P 73 Foam Backing, Foam Laminating and Fabric to Fabric Bonding (M)

Timber, Furniture, etc.
- P 24 Bedding (Q)
- P 36 Home-Grown Timber (M)
- P 37 Imported Timber (M)
- P 38 Wood Chipboard (M)

Vehicles
- P 1 Cars and Commercial Vehicles (M)
- P 3 Industrial Trucks and Tractors (Q)
- P 2 Motor Cycles, Three Wheel Vehicles, Pedal Cycles and Parts (M)
- P 59 Perambulators, Bed Folders and Push Chairs (Q)
- P 30 Trailers (M)
- P 42 Wheeled Tractors (M)

Other Products
- P 25 Brushes and Brooms (Q)
- P 40 Floor Coverings (Q)
- P 41 Leathercloth (Q)
- P 45 Pens and Pencils (Q)
- P 7 Rubber (M)
- P 43 Toys, Games and Sports Equipment (Q)

(Titles published monthly are marked M and those published quarterly are marked Q)

We require.....complete sets of Business Monitor Production Series at £25 a set and/or .....copies of the titles numbered P.....
We enclose a total remittance of.....
or please charge to my account No.....

NAME .....
ADDRESS .....
.....
B.M.20.
.....

EXPORTING TO SWEDEN?

(Or planning to do so?)

Join:

BRITISH-SWEDISH CHAMBER OF COMMERCE

CBI Representative in Sweden

SERVICES TO MEMBERS

- Execution of trade enquiries.
- Free information of any description bearing on British-Swedish trade.
- Selecting agents for British exporters.
- Investigation of complaints arising between agents and principals.
- Investigations into delivery delays.
- Use of the Chamber's premises for displays, press conferences, receptions, etc. (ask for separate brochure).
- Telex service (ask for separate pamphlet).
- Secretarial and translation services at reduced rates.
- Debt collection.
- Free access personally or by post to the Chamber's library. The library is unique in its particular sphere and covers all sectors of British-Swedish commerce and industry.
- Free subscription to the quarterly publication of the Chamber' the BSCC Economic Review.
- Free subscription to the monthly news bulletin.
- Free subscription to the BSCC Yearbook, one of the most authoritative publications on British-Swedish trade. (Price to non-members: £4 4s. 0d.)
- Inclusion in the directory of members in the BSCC Yearbook.
- Any other services directly or indirectly associated with British-Swedish trade.

Annual subscription to companies resident in UK £25

ADDRESS: Hovslagargatan 5 B, S-111 48 Stockholm, Sweden.

TELEPHONE: 20 95 70, 20 95 72, 20 42 02, · TELEX: 10838 Britcom S.

CHAMBERS OF COMMERCE ABROAD – 1

The British-Swedish Chamber of Commerce: what it is and what it does

By Michael J. Palmer, MBE, ACA, Secretary of the Chamber

Sweden is our best market in EFTA and our seventh best in the world. With British exports to Sweden worth over £250 million last year, and running close to the £150 million mark in the first six months of 1969, the importance to Britain of the Swedish import market cannot be over-emphasized. As will be seen from Mr. Palmer's article, much of the credit for our exporters' success in Sweden derives from the support of the British-Swedish Chamber of Commerce in Stockholm.

THE BRITISH-SWEDISH Chamber of Commerce was founded in 1954 to promote trade between Britain and Sweden. The Chamber has some 850 members, of which 300 are firms resident in the United Kingdom. Due to the fact that the Chamber's offices are situated in Sweden it is obviously more appropriate for the Chamber to be more concerned with British exports to Sweden than *vice versa*, and in fact about 90 per cent of its work is concerned with British exports.

The president of the Chamber is Direktör Erik Söderberg, CBE, managing director of the large NK department store. The vice-presidents are Lord McFadzean, chairman of BICC, and Direktör Hans Stahle, managing director of Alfa-Laval AB. Other Board members include prominent British and Swedish businessmen as well as members of the British National Export Council and the Export Council for Europe.

The Chamber has always maintained the closest links with the British Embassy in Stockholm and the Consulate-General in Gothenburg and has in return received their fullest support. This close collaboration is felt to be essential in a country with a small population such as Sweden where the dangers of overlapping and duplication of work would otherwise be quite high.

What sort of services can the Chamber offer British exporters? This is not easy to answer, as the Chamber exists to help exporters overcome any type of problem which may arise in the course of their business with Sweden.

However, I propose to answer this question by elaborating on the services listed in our promotional brochure.

Execution of trade inquiries. This covers the provision of general information to British exporters about the Swedish market. It includes: the provision of statistics, names and addresses of Swedish manufacturers of given commodities, addresses of trade associations, wage and salary levels, commissions payable to agents, etc.

Free information of any description bearing on British-Swedish trade. This covers such information as names of bankers, advertising agents, shipping and forwarding agents, suitable media for export advertising and limited market reports. Credit ratings of Swedish firms are also available. Where the Chamber does not have the information required or due to the scope of the inquiry has not the resources to answer it, addresses of suitable firms or organizations are given, to whom the inquiry can be addressed. This is particularly applicable where the information required involves considerable market research. Advice to British companies wishing to set up subsidiaries in Sweden should also be considered under this heading.

Selecting agents for British exporters. This may sound a little misleading, as in a sparsely populated country such as Sweden it is more a case of the agent selecting the principal. A promising product will, however, always attract a number of inquiries. Selection of agents is done firstly by reference to the Chamber's own members and other lists available at the Chamber. Inquiries are then put out to trade associations and the banks. Should these two methods fail, we recommend the exporter to advertise in the daily or trade press, and the Chamber will then collate the replies. Co-operation with the Embassy is particularly relevant in this aspect of our work, and the regular exchange of information ensures that the net is cast far and wide.

Direktör Erik Söderberg, president of the British-Swedish Chamber of Commerce and managing director of NK, the large Stockholm department store, shows some of the British-made fabrics on sale in the store to Mr. Michael Palmer, secretary of the Chamber, and author of this article. NK bought goods from the United Kingdom to a value of £1 million in 1968.

Investigation of complaints arising between agents and principals. We consider this an important part of the work of the Chamber and if so desired it can be carried out confidentially. It is surprising how many of these difficulties arise through problems of language and lack of communication. Increased use of telex services and

(Continued on next page)

THE BRITISH-SWEDISH CHAMBER OF COMMERCE,
continued

frequent visits to the market would solve many of the problems which arise.

Investigations into delivery delays. A few, and I stress this, British exporters are very offhand about keeping to their delivery promises, so much so that Britain has a reputation with some Swedish companies, in my view often undeserved, of never delivering on time. Thanks to the telex installed in the Chamber we claim a high rate of success in clearing up these complaints by contacting the British firms direct and informing them of the situation.

Use of the Chamber's premises for displays, press conferences, receptions, etc. A display area of some 540 sq. ft. is available for hire to British companies and, in addition to the usual services available from the Chamber, the room is equipped with display stands, dress/coat rails and hangers, and there is a fully equipped kitchen for catering. British companies are invited to contact the Chamber for a brochure explaining this service.

Secretarial and translation services. This needs no further explanation except to say that these services are of special value to those firms investigating the market for the first time and who have not yet appointed an agent.

Debt collection. No further comment needed here.

Free access personally or by post to the Chamber's library. The library is unique in its particular field and covers all sectors of British-Swedish commerce and industry.

Free subscription to the quarterly publication of the Chamber, The British-Swedish Economic Review. Each number features a particular branch of industry and recent issues have included market reports on the following: Selling to Swedish Industry, Carpets, Shoes, Clothing, Retail Distribution in Sweden, Toys, When to Establish a Subsidiary Company in Sweden, Machine Tools, Transport, The City of Gothenburg and many others.

Free subscription to the member's Bulletin. This publication which is issued eight times a year enables members of the Chamber to be informed of Chamber activities and at the same time publishes lists of Swedish agents seeking British principals and British principals seeking Swedish agents.

British-Swedish Yearbook. This 400-page reference book contains practically all the information a British exporter needs to know about Sweden or where such information can be found. The members of the Chamber are listed alphabetically and classified by trade. Full details of members' companies including agencies held, etc., are included.

Telex service. This service is mainly of benefit to those members in Sweden who do not have their own telex. A number of British companies do, however, subscribe to the service on behalf of their Swedish agents. The Chamber has also found the telex of great value to those British firms who need information on Sweden in a hurry.

Apart from the specific services mentioned the Chamber takes an active part in such functions as British Weeks, shopping weeks and trade fairs.

During the recent British Week in Stockholm, for example, the Chamber arranged a personal visiting programme for some 400 Swedish agents to inform them of the opportunities thrown up by the preparations for the Week. The Chamber also launched an appeal fund to finance certain events in connection with the Week for which no other funds were available. A total of £3,750 was raised. The Chamber also arranged a window-dressing competition, a large reception for visiting British businessmen and provincial retailers to the Week and a luncheon for Princess Alexandra, at which some 400 guests were present. The Secretary and the President were also members of the British Week committee.

The Chamber is now in the course of actively preparing for the London Week in Gothenburg (September 19-27, 1969) and the Stockholm Technical Fair (October 1-7, 1969). The Chamber is represented on the London Week committee and has been responsible for personally visiting some 250 agents in Stockholm and Gothenburg to inform them of the opportunities offered by the London Week. The Chamber is also arranging a luncheon on the opening day of the Week for its British and Swedish members. The Lord Mayor of Westminster, who will officially open the Week, will be present at the luncheon. We are also hoping to arrange a football match between a British and a Swedish team to take place during the Week.

The Chamber is having an information stand at the Stockholm Technical Fair. The object of the stand will be to help British exporters exhibiting at the fair and to provide a point of contact for Swedish visitors to the fair who are seeking new connections with the United Kingdom.

It is hoped that the above will give a brief indication of the work the Chamber carries out for British exporters. All services mentioned are free to members but some may be subject to a charge where the inquiry is from a non-member.

May we end by giving some do's and don't's for British exporters to Sweden?

Do – consider the importance of punctual deliveries.
- give us warning of your impending visit.
- visit the Chamber and/or Embassy whilst in Sweden. We may be able to save you valuable time getting the information you require.
- remember that if you decide to become a member the amount of help you receive depends on you – please ask us.

Don't – visit Sweden during July except on holiday.
- forget to book your hotel accommodation in good time.
- forget the cost of living is amongst the highest in Europe. A pint of beer, for example, costs nine shillings.

The address of the Chamber is: British-Swedish Chamber of Commerce, Hovslagargatan 5b, 111 48 Stockholm. Telex: 10838 Britcom S. Telephone: 20 95 70, 20 95 72.

The annual subscription for companies resident in the United Kingdom is £25.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. or to the appropriate Regional Office of the Board.

New chairman for BNEC Africa

AT THE INVITATION of Mr. Anthony Crosland, President of the Board of Trade, Mr. E. C. Judd, joint managing director of the United African Company Limited, has agreed to become chairman of BNEC Africa when the committee's founder chairman, Sir Arthur Smith, retires on December 31.

Mr. Judd, who will become deputy chairman, as well as joint managing director of The United African Company on December 1, has had 24 years' practical experience of trading with Africa. His first-hand knowledge, particularly of Nigeria, will be invaluable in the next few years when it is hoped to increase British exports to Africa.

He said on August 27, when his appointment was announced:

'Whilst United Kingdom exporters should be pleased with the growth in these markets so far, a sustained and indeed increased interest in these territories must be maintained if the United Kingdom is going to play its part in the economic development of this vast continent. There is no doubt that British firms can play an effective and profitable role in the rapid development of Africa in the 70's.'

Exports to tropical Africa have risen from an annual figure of £240 million in 1965 to £290 million in 1968. The figures for 1969 continue to rise and currently are running at 10 per cent more than in 1968 (in the first six months of 1968, exports amounted to £147 million; the first six months of 1969 amount to £161 million).

Sir Alexander Glen outlines BTA's tasks and priorities

AS ANNOUNCED in last week's *Board of Trad, Journal* (pp. 546/547), Sir Alexander Glen KBE, DSC, has been appointed chairman, on a part-time basis, of the British Tourist Authority which has been established under the Development of Tourism Act, 1969.

The new Authority's main task will be to promote overseas Britain's tourist attractions At a Press conference held in London on August 25 Sir Alexander, after mentioning some highly encouraging trends for tourism in Britain stressed three essential priorities for the statutory tourist organization.

1. an expansion of the current work undertaken by the British Travel Association, especially overseas promotion, with efforts being maintained for a number of years;
2. the grant and loans scheme for hotel development – to increase capacity and improve facilities – should be started promptly (there were only 20 months before the starting date in April 1971);
3. the present countrywide links with local and regional organizations must be maintained and developed, for the Authority must always be sensitive to local needs and help such organizations to operate profitably.

Lord Geddes, who chaired the conference, paid a tribute to the Board of Trade's work in assisting and encouraging the development of tourism. (The Authority, and the English Tourist Board, are both responsible to the Board of Trade, while the Scottish Tourist Board and the Wales Tourist Board are responsible to the Secretaries of State for Scotland and Wales respectively.)

Speaking of the lack of hotel accommodation in certain areas of Britain, Lord Geddes said that many tourists from overseas who wished to visit Scotland would often abandon their proposed tour if they failed to book accommodation in Edinburgh, which they regarded as a 'must' on any Scottish itinerary.

Answering questions, Sir Alexander demonstrated that his new appointment did not inhibit him from making critical comments on the current £50 overseas travel allowance. It was also stressed that the £8 million a year earmarked for the hotel development scheme, a major provision of the Act, was by no means a maximum figure. It was an estimate of the possible outcome of an open-ended financial arrangement, and the final out-turn could be substantially higher even doubled, particularly if costs rose in the meantime.

In answer to questions on the grants and loans scheme for hotel development, the Board of Trade representative explained that this was the responsibility of the three country Boards for England, Scotland and Wales. These Boards would be set up very shortly and at least the simpler applications made within the next two or three weeks could be settled possibly within the next three or four months.

The 'Jumbo' jets of the future would present tourism with its most dynamic moment, forecast Sir Alexander, who described himself as a 'bald-headed but still stormy petrel' who travelled widely both at home and overseas.

The Development of Tourism Act 1969: correction

IN LAST WEEK'S *Journal*, page 546, which gave the main provisions of the Development of Tourism Act 1969, the first sentence under the sub-heading 'Amount of loans and rate of interest' should read, 'Loans for new hotels will *not* normally exceed 30 per cent of the approved capital expenditure. . . .'

Customs simplified procedures for re-imported goods

HM CUSTOMS AND EXCISE have simplified the procedures for goods re-imported into the United Kingdom. The change will ease the re-admission of goods previously exported. It operates from September 29, 1969.

Copies of a revised Notice 207 (September 1969) setting out the new procedure and of the new form X.S.141 to be used may be obtained from any Custom House or office of a Collector of Customs and Excise.

The entry Form X.S.141 has been re-designed so that in as many cases as possible it will be the only form required. Where the value of goods does not exceed £100, the form may be signed by the importer or by his agent without any separate declaration by the importer. Above £100, unless the Form X.S.141 is signed by the importer or is supported by the appropriate evidence of exportation certified by the Customs, a declaration on Form C.179 signed by the importer will still be required but this declaration is now designed in such a way that the importer can avoid delay by furnishing it to his agent well in advance of importation.

Where goods are liable to purchase tax, a separate Form P.T.9 will in future only be required in those cases where the necessary declaration cannot be made on the revised Form X.S.141.

Certain corresponding changes have already been made for postal importations but, provided the parcel is clearly marked 'Re-imported Goods', the importer will be advised by the Customs Officer for the Postal Depot as to the documents required.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

New Chief Press Officer at the Board of Trade

MR. MICHAEL YOUNG has been appointed Chief Press Officer at the Board of Trade. He succeeds Miss M. I. Lee, OBE, who retires from the Civil Service on September 5, 1969.

Note:

Mr. Young has been a member of the Information Division of the Board of Trade since 1957 where he has specialized in information activities in the field of international trade, especially in relation to EFTA, EEC, GATT and UNCTAD. This period includes three years' service in the press office, and responsibility for the Board of Trade's EFTA Information Centre. He has acted as press officer on British delegations at a considerable number of international ministerial meetings both at home and overseas, including UNCTAD II in New Delhi last year.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed merger to the Monopolies Commission under the provisions of that Act:

Imperiol Tobacco Group Ltd., and The Ross Group Ltd.

The Import Duties (General) (No. 1) Order, 1969

HM TREASURY have made The Import Duties (General) (No. 1) Order, 1969 (SI 1969 No. 1214).

The Order reduces to 5.9d. per lb. the full rate of import duty on continuous filament tow for the manufacture of man-made fibres (discontinuous) produced by chemical transformation of natural organic polymers (such as cellulose, casein, proteins, and algae), for example, viscose rayon, cuprammonium rayon (cupra), cellulose acetate and alginates.

The Order comes into operation on September 4, 1969.

Copies of the Order are available direct from HMSO, 49 High Holborn, London, W.C.1, and branches (price 6d.) or by post (price 10d.) from HMSO, PO Box 569, London, S.E.1.

The Import Duties (Temporary Exemptions) (No. 5) Order, 1969

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 5) Order, 1969 (SI 1969 1215).

The Order provides that the goods listed in Schedule 1 shall be temporarily exempt from import duty, and those listed in Schedule 2 shall continue to be exempt from import duty both until January 1, 1970 except for items for which an earlier day is specified. The goods listed in Schedule 1 are mainly chemicals but include flat white maize, certain magnesite (dead-burned) and wrought titanium and wrought tintanium alloy.

The goods referred to in Schedule 1 by refence to Tariff Headings 29.16 and 29.39 have been re-classified under those headings following a Classification Opinion of the Customs Co-operation Council; their former headings are given in Schedule 3.

The Order comes into operation on September 4, 1969 and has been published as Statutory Instrument 1969 No. 1215.

Suspension of anti-dumping duties on files and rasps originating in Portugal

FOLLOWING AN INVESTIGATION under the Customs Duties (Dumping and Susbidies) Act, 1957 – since consolidated into the Customs Duties (Dumping and Subsidies) Act, 1969 – the Board of Trade made an Order imposing anti-dumping duties, from January 3, 1969, on imports of files and rasps originating in Portugal or in Australia. (The Anti-Dumping Duty (No. 2) Order 1968 dated December 30, 1968.)

The Portuguese exporters have since made appropriate alterations to their domestic and export prices so as to eliminate the dumping: and the Board have accordingly made an Order suspending the anti-dumping duties for a period of six months, so far as they relate to files and rasps originating in Portugal.

This Order – The Anti-Dumping Duty (Temporary Suspension) Order 1969 – came into force on August 30. Copies of the Order (S.I. 1969 No. 1216) are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 4d., or by post 8d. from HMSO, PO Box 569, London, S.E.1.

The Board intend to review the situation before the end of this period of suspension.

Application for removal of import duty on certain fruit and vegetable products

THE BOARD OF TRADE give notice that they are considering an application for removal of the import duty on:

Product	Tariff Heading
Tomato pulp or paste, wholly of tomato and water apart from salt or any other preserving, seasoning or flavouring ingredients, the dry weight of the tomato in any container being not less than 25% of the weight of its entire contents	20.02 (C) (1) (b) (i)
Vegetables, excluding cauliflowers and onions other than silverskins, provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption	ex 07.03 (B)
Dried vegetables, other than horse-radish, herbs not in powder, garlic, tomatoes, leeks, asparagus, and potatoes, whole, cut, sliced, broken or in powder, but not further prepared, in airtight containers	ex 07.04 (D) (1)
Dried vegetables not in airtight containers (other than horse-radish, herbs not in powder, garlic, tomatoes, leeks, and potatoes), and asparagus in airtight containers, whole, cut, sliced, broken or in powder, but not further prepared	ex 07.04 (D) (2)
Dried garlic, tomatoes and leeks, whole, cut, sliced, broken or in powder, but not further prepared	in 07.04 (C)
Comminuted lemon, preserved	ex 20.06 (P) or ex 08.11 (D) (2) (b)
Apricot-pulp, provisionally preserved	ex 08.11 (F)
Orange-pulp, containing the peel, provisionally preserved	ex 08.11 (D) (2) (b)
Ginger	20.06 (D)
Terpeneless lemon oil	ex 33.01 (A) (4)
Agar-agar	13.03 (C)

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than September 17, 1969.

Application for drawback of duty on imported refined sugar used in condensed milk

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported material:

(a) Sugar, not qualifying for Commonwealth Preference, of a polarization exceeding 98°;

(b) Sugar, qualifying for Commonwealth Preference, of a polarization exceeding 99°.

Exported goods:

Condensed milk with added sugar.

Any interested party wishing to support or oppose this application should do so in writng to the Tariff Division, Board of Trade. 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than September 24, 1969.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext,* 6147).

ECGD backing export contracts

£20 million credit for Poland

POLAND WILL buy up to £20 million of British engineering goods under an agreement signed in London on August 28 by Mr. D. E. Bedford, chief controller (export finance) on behalf of Lloyds Bank, and Dr. Andrzej Olsewski, general manager of the Bank Handlowy Warsawie. The ECGD guarantee of this credit was signed by Mr. R. A. Dickinson, under-secretary in the Export Credits Guarantee Department. This is the second largest line of credit so far guaranteed by ECGD, and the largest general purpose bulking credit to be granted by any British bank to Poland.

Speaking after the signing, Mr. Dickinson, of ECGD, said that Britain was already Poland's major western trading partner and their main supplier of machinery and transport equipment; this agreement paved the way for a further development of our exports to Poland and assured Poland of our assistance in several important sectors of their industrial development. 'We have established a framework of attractive credit; it is now for industry to seize this opportunity and offer the right goods at the price, within this framework. This is a further example of co-operation between the clearing banks and ourselves in bringing into operation the new technique of lines of credit.'

Under the credit Poland is expected to purchase chemical processing machinery, including tanning and paper-making machinery and equipment; machine tools, electronic and automatic equipment; textile and shoemaking machinery and equipment; and construction machinery including road-building machinery.

Lengths of credit will range from five to eight years from delivery or completion, according to the volume of business transacted by end-1970. Where more than £5 million of contracts are made within any of the four categories of goods, eight years' credit will be available for them; if more than £2 million are made within a category, seven years' credit will be available; otherwise, the credit will be for five years. Individual contracts may range from £50,000 to £2,000,000.

The credit will cover 85 per cent of the United Kingdom element of any individual contract price at the fixed rate agreed by the banks for ECGD guaranteed medium term business, currently 5½ per cent. Of the balance, 5 per cent will be payable with order, the remainder normally on shipment. Contracts will be nominated by the Bank Handlowy for payment from the credit, but access will be confined to ECGD comprehensive policy-holders unless they are of a nature which would normally qualify for specific cover. Certain standard terms of contract are being negotiated between ECGD and the Polish authorities to cover non-commercial matters and thus simplify individual commercial negotiations.

Exporters of machinery in the categories listed who contemplate business in Poland under the credit should ask prospective purchasers to inquire from the Bank Handlowy whether the business in question may be financed under the credit, and are also advised to ask ECGD immediately for full details (Mr. K. G. Lockwood, Buyer Credit Division, Tel. 01-606 6699, Ext. 615).

Last year ECGD initiated negotiations with the Polish Ministry of Foreign Trade. The possibility of a line of credit had been discussed by Lloyds Bank and the Bank Handlowy some two or three years ago; from that time negotiations have been actively pursued and subsequently the Bank Handlowy asked Lloyds Bank to handle the administration of the credit. It is probable that later on other clearing banks will participate in a syndicate to provide funds within the framework of the agreement signed last week.

£1.5 million contract for Liberian cargo vessel

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering the financing of a two-deck dry cargo vessel of 16,350 tons deadweight worth approximately £1·5 million for Liberia.

The vessel, which will be owned by Alpha Transport Corporation of Monrovia, Liberia, is scheduled for delivery in December 1970 and is being built by Doxford & Sunderland Shipbuilding & Engineering Co. Ltd. of Sunderland.

The loan, worth approximately £1·2 million, is being made available by Hill Samuel & Co. Ltd. acting on behalf of a syndicate of banks comprising the National Provincial Bank Ltd. and Barclays Bank Ltd. and is repayable over a period of eight years from scheduled date of delivery.

Mr. R. A. Dickinson, Export Credits Guarantee Department (centre), with Dr. Andrzej Olszewski, Bank Handlowy Warsawie (left) and Mr. D. E. Bedford, Lloyd's Bank, pictured after the signing of the £20 million line of credit for Poland.

£4.1 million contract for turbines for Argentina

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the supply of four turbines for the El Chocon Hydroelectric Scheme in Argentina. This is the largest combined hydroelectric and irrigation scheme ever undertaken in Argentina with a total cost of the first stage being $325,000,000. The World Bank is lending $82,000,000 for this scheme, repayable over 25 years to cover the civil engineering costs and the penstocks.

Initial capacity will be 600 mW and will expand to 1,650 mW.

The loan, worth approximately £3 million, is being made available by Lazard Bros. & Co. Ltd. and is repayable over a period of 20 years from date of contract. The £4·1 million contract is between Boving & Co. Ltd. and Hidroelectrica Norpatagonica S.A. (Hidronor) of Argentina.

Credit for exports to Brazil

BARING BROTHERS & CO., LIMITED, have arranged a £3 million line of credit for Banco do Brasil to assist Brazilian firms ordering British capital goods and services. Contracts financed under the credit must be placed before December 31, 1970 and be for a minimum value of £10,000, there being no upper limit on their value.

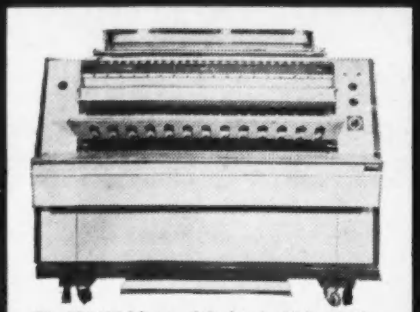
Under the facility, finance will be provided for 85 per cent of the value of approved contracts repayable over two to five years depending on the nature and value of the goods covered by the contract.

Conference on exporting to Middle East

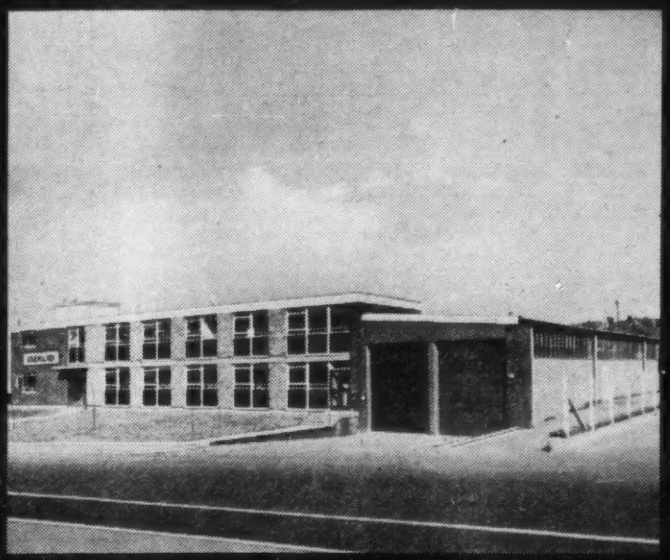
A TWO-DAY residential conference on Exporting to the Middle East is to be held at Farnham Castle, from November 24 to 26. The conference has been arranged by the Oversea Service College in association with the BNEC Committee for Middle East Trade, under the chairmanship of Sir Harold Beeley (formerly HM Ambassador to the United Arab Republic). Applications to attend the conference (inclusive fee 30 guineas) should be made to The Course Administrator, Oversea Service College, The Castle, Farnham, Surrey.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.



The 48A MK 2 is one of the latest additions to the Ozalid range of Diazo Plan Printing Machines.



Project No. 43 OZALID

In October, '68, Ozalid Ltd. moved into their new premises at the Lyon Industrial Estate at Balmore—thus Lyon Project No. 43 was completed—now Lyon have completed 57 factory/warehouse units in Scotland. The Lyon team worked in conjunction with Ozalid staff on site location, shipping and transport facilities, labour availability, factory planning, materials handling, and design and planning approval.

Lyon now have factory/warehouse units available on 18 industrial estates in Scotland, ten of these within minutes of Glasgow.

Lyon

BRITAIN'S LEADING INDUSTRIAL DEVELOPER

G. R. Balfish A.R.I.C.S., F.R.V.A., MANAGER INDUSTRIAL DIVISION

RONALD LYON (ESTATES) CO. LTD. (SCOTTISH DIVISION)
239 ST. VINCENT ST. GLASGOW C.2. 041-221 3961/7

Instyle Ltd. to occupy Team Valley factory

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on August 27 that Instyle Limited are to occupy a vacant 7,000 sq. ft. factory on the Team Valley Trading Estate, which is managed by the English Industrial Estates Corporation on behalf of the Board of Trade.

Instyle Limited is a new company which has been established by the well-known Newcastle firm of office equipment suppliers, Thos. Hill & Co., for expansion in the field of office furniture. The factory will be used for the production of tubular furniture and a range of office equipment. The company hope to take occupation of the premises shortly for the installation of machinery and should be in production almost immedaitely.

When full production is reached the company expect to be employing about 40 men.

Work starts on new industrial estate at Cramlington

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on August 28 that building work is shortly to begin on the new 140 acre site which the Board have acquired at Cramlington New Town, Northumberland. The President explained that the new site which would be developed by The English Industrial Estates Corporation formed part of the Nelson Industrial Estate. This is the second Industrial Estate at Cramlington which has been planned by Northumberland County Council in conjunction with Seaton Valley UDC.

Only 10 acres of uncommittal land remain of Cramlington New Town's first Industrial Estate at Bassington where four Advance Factories have already been completed by the English Industrial Estates Corporation. Two of these units are occupied by Ronson Products Ltd., while American Air Filter Co. (GB) Ltd., and Wilkinson Sword Co. Ltd., occupy the other two. All of these firms have expanded since coming to the New Town.

A new stretch of the roadway is currently being constructed by the County Council to provide a direct link between the Bassington and Nelson Estates. The new road, which passes under the main railway line will form part of the New Town's distributor road system with connections to the Tyne Tunnel Approach Road and the South-east Northumberland Spine Road.

Mr. B. G. Syrett, general manager of the English Industrial Estates Corporation said that the siteworks contract at Nelson was now nearing completion. The Board of Trade had already authorized the construction of two Advance Factories and work on the first of these – a unit of 26,500 sq. ft. – would start within seven days. This unit, designed by Richard Turley Associates and built by Geo. Wimpey & Co. Ltd., should be ready for occupation by February 1970. Kendall Cross Ltd. have been awarded the contract for constructing the 15,000 sq. ft. Advance Factory which was designed by Clarance Solomon. Work on this project is due to commence on September 8, 1969.

Particular care is being exercised in the planning of this new estate to ensure an attractive appearance and there is no doubt that it will be a successful counterpart to the established Bassington Estate in providing much needed employment for South-east Northumberland.

Wellman Industrial Controls to take over vacant BoT factory at Llangefni

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on September 2 that the vacant factory of some 40,000 sq. ft. at Llangefni, Anglesey, has been allocated to Wellman Industrial Controls Ltd.

A member of The Wellman Engineering Corporation Ltd., the company combines the activities of two group units established at Llangefni since 1965. These were brought together as a single company in April this year as part of a group rationalization programme. Products include pneumatic airline equipment, solenoid valves and governors for use with natural gas. The new company has embarked upon a considerable expansion into the field of pneumatic engineering.

It is also intended to manufacture one of the Wellman group's most successful products at Llangefni – the Bibby resilient flexible power transmission coupling designed and marketed by The Wellman Bibby Co. Ltd. of Croydon, Surrey. The coupling was previously manufactured at Wellman's Darlaston works – recently sold to Clarke Chapman & Co. Ltd. as part of the IRC-backed rationalization of the crane industry. These are marketed by an associate company – The Wellman Bibby Co. Ltd., Croydon, Surrey.

Wellman Industrial Controls Ltd. already occupies two factories on the Llangefni Industrial Estate, including a Board of Trade Advance Factory of 25,000 sq. ft. The company employs over 130 people mostly men. On taking over the vacant factory Wellman will quickly increase their labour force by some 75 people, nearly all of whom will be men, and expect that this total will be doubled within two to three years.

National Coal Board chairman Lord Robens met many ex-miners when he visited the West Auckland, Durham, spinning plant of Scandura recently. Among the company's 400 West Auckland employees are nearly 150 former miners who lost their jobs through pit closures. All have settled happily and efficiently in their new jobs in the textile industry. Picture shows: Lord Robens talking with Derek Mills, now a Scandura chargehand on carding after serving 14 years as a fitter with the NCB; and Leslie Young, a tuner on carding after 18 years with the Coal Board.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

We have for sale

a large selection of new and reconditioned industrial sewing machines for all manufacturing purposes. Sewing machines also purchased for cash.

IMPORT & EXPORT.

Alfred Shad (Sewing Machines) Co. Ltd.

50 Berwick Street, London W.1.

437 0334, 437 9357.

The Twining Tea Company's latest export sales drive is spearheaded by an attractively packaged speciality Teabag Sampler. Initially, it is only being sold in Canada, the United States and a number of European countries, but it will soon be sold in over 80 countries throughout the world. The gold pack contains the six varieties of special teabags made by Twinings, and was designed and produced for Twinings by J. Dring Limited, the Portsmouth group of packaging and printing companies. Seen here with three Dring representatives is Mr. S. H. G. Twining (second from left), who visited J. Dring Limited to see their new pack nearing completion,

Work begins on Scottish advance factory

SCOTTISH INDUSTRIAL ESTATES Corporation announced on August 26 that work has started on a 10,000 sq. ft. advance factory at their Springburn Cowlairs estate. The Several Works contract, valued at £285,000, has been awarded to Hugh Leggat Ltd. of Barrhead. Architects are Boswell, Mitchell & Johnston, Glasgow.

This large new project is part of the planned development by SIEC of the 48 acre site where a 20,000 sq. ft. factory is already available for occupation. It is hoped that the estate will eventually bring another 3,000-plus jobs to the area and that it will considerably assist local industrial diversification.

Springburn Cowlairs is the seventh industrial estate to be developed in the Glasgow area by SIEC who have already created more than 25,000 new jobs for the city.

Factory development in Carlisle

PIRELLI LIMITED is to expand the tyre division of its Dalston Road, Carlisle, factory to give a 300 per cent to 400 per cent increase in Cinturato car tyre production by the end of next year. The main reason for this accelerated expansion that will cost about £1½ million is a rapidly increasing demand for Cinturatos from the company's tyre export markets.

Pirelli has begun a full-scale recruitment compaign to attract between 450 and 500 new employees to the £3½ million installation that was opened officially in July.

Northern Ireland's Company Law Amendment Committee

MR. ROY BRADFORD, Minister of Commerce for Northern Ireland, has announced the names of the members of committee recently set up under the chairmanship of Mr. Donald Murray, QC, to review Company Law in Northern Ireland in the light of changes made in the Law in Great Britain since 1960, to consider whether there are any provisions in the Company Law which inhibit private capital investment in Northern Ireland and, generally, to recommend what changes, if any, are necessary in the existing law. The committee is:

Mr. Donald Murray, QC (chairman); Professor J. A. Bates, Department of Business Studies, Queen's University, Belfast; Mr. W. J. Blease, Northern Ireland Officer, Irish Congress of Trade Unions; Mr. A. O. Dyson, director, Oneida Silversmiths Ltd.; Mr. E. W. McDowell, FCA, chartered accountant; Mr. O. J. Napier, solicitor; Mr. J. H. M. Rogers, vice-chairman of James Mackie & Sons Ltd.; Mr. K. R. Shimeld, senior assistant secretary, Ministry of Commerce.

The Assistant Registrar of Companies for Northern Ireland, Mr. S. D. Solomon, will act as secretary to the committee.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	August 4, 1969	
917,498	The Dow Chemical Company	Graft copolymer compositions and process for their production.
917,499	The Dow Chemical Company	Graft copolymer and process for their production
961,384	The Dow Chemical Company	Process for producing organic thermoplastic film having improved ink receptive qualities and apparatus therefore.
1,030,307	The Dow Chemical Company	Polymeric moulding compositions.
1,052,758	The Dow Chemical Company	Coating for shaped articles.
1,094,610	Puegeot et Cie Societe Anonyme & Eurotechni Office Europeen d'Etudes et de Realisation Techniques.	Improvements in strip coupling means.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office. GORDON GRANT,
Comptroller.

INDUSTRIAL ESTATES – THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
English Industrial Estates Corporation
Team Valley
Gateshead-on-Tyne 11

Scotland
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Aviation and Shipping

Mr William Rodgers to visit Australia and Fiji

MR. WILLIAM RODGERS, Minister of State, with special responsibility for civil aviation at the Board of Trade, is to visit Melbourne, Australia, for discussions from September 10 to 12 about South Pacific civil aviation matters.

The Australian Minister for Civil Aviation, Mr. R. W. C. Swartz, has invited Ministers from Fiji, New Zealand and the United Kingdom to meet in Melbourne for this purpose. Questions associated with developing Nadi Airport in Fiji for the new generation of large jet aircraft are of special concern to all four countries which, as members of the South Pacific Air Transport Council, contribute to the cost of Nadi Airport. The Governments of Western Samoa, Nauru and Tonga have also been invited to take part in the discussions on regional civil aviation matters. All the countries mentioned have interests in Fiji Airways, the regional airline based on Fiji.

After the meeting Mr. Rodgers will make a short visit to Fiji on his way back to London.

Appeal against Stansted/Gerona air tour tariff dismissed

THE BOARD OF TRADE have dismissed an appeal by Channel Airways Ltd. against the tariff imposed by the Air Transport Licensing Board in granting a licence for eight-day 1969-70 winter inclusive tours from Stansted to Gerona. The associated tour organizer is Martin Rooks & Co. Ltd.

The decision by the Board of Trade accords with the recommendations of Sir Algernon Rumbold, KCMG, CIE, the Commissioner appointed to hear the appeal.

Copies of the Commissioner's Report to the Board of Trade, and of the Board's Order, are available on request from the Board of Trade, Branch C.A.1 (2) A, Room 282, Shell Mex House, Strand, London, W.C.2.

Notes:

The Board of Trade announced on April 2, that the control level for eight-day inclusive tours during the winter of 1969-70 would be 50 per cent of the normal economy class round-trip fare on the route, as it was in 1968-69. For Gerona, the minimum tour price on this basis is £25 12s.

The Board's view is that the inclusive tour market must be considered as a whole and that to permit a particular programme of inclusive tours to a particular destination at a tariff substantially lower than that generally authorized would in a short space of time lead inevitably to an undermining of the general control tariff.

The Board of Trade are currently considering the recommendations of the Edwards Committee relating to charter inclusive tours operations in the longer term.

Luton/Malta air tour licence granted on appeal

THE BOARD OF TRADE have allowed an appeal by Britannia Airways Ltd., against the decision of the Air Transport Licensing Board to refuse their application B.8572 for 1969/70 winter inclusive tours from Luton to Malta. Accordingly, the Board of Trade have ordered that a licence for eight or fifteen day inclusive tours should be granted to Britannia Airways Ltd.

The Board of Trade's decision is in accordance with the recommendations of Sir John Lang GCB, the Commissioner appointed to hear the appeal.

Copies of the Commissioner's Report of the Board of Trade and of the Board's Order are available on request from the Board of Trade, Branch C.A.1.(2)A, Room 282, Shell Mex House, Strand, London, W.C.2.

August 25 was the 50th anniversary of the world's first regular international commercial air service, which was flown between London and Paris. A party of pioneers who were connected with the flights to Paris in 1919 are seen being delivered in a 1913 bus to a British European Airways jetliner at Heathrow Airport, London, to be flown to Paris for the day to commemorate the anniversary. The party of 12 were the guests of BEA and Air France. The flying time of their Super One-Eleven jet was some 35 minutes, compared with the 2½ hours which the aircraft of 50 years ago took for the journey.

BEA's year of recovery and expansion

BEA ended the 1968/69 financial year on March 31 with a Group Profit of £3,536,000, according to the Annual Report and Accounts published on August 26. This figure is arrived at after the payment of £4.7 million in interest on capital liabilities and making an additional provision of £2.8 million for amortization of aircraft and after crediting £5 million from the Special Account set up by the Board of Trade under the Air Corporations Act 1969.

The return on net assets employed during the year was 5.9 per cent. The profit of £3.5 million has been appropriated as follows – £1.5 million to the Insurance Reserve, £1.8 million to General Reserve and £0.2 million to write off the balance of the share premium on the acquisition of shares in subsidiary companies.

The report comments that the Government has set BEA a target return of an average of 8 per cent on its net assets for the four-year period starting April 1, 1968, compared with 6 per cent for the preceding five-year period. The report adds: 'In setting this target it was realized that the return in the first year – the year under review – would be lower than average.'

Although economic conditions within Britain remained relatively static during the year 1968/69 BEA achieved a progressive growth of traffic and a return to profitability. The Report states: 'BEA has achieved profitability during 12 of the last 15 years and the return to this state in 1968/69 has been the result of determined exploitation of many overseas markets where the economy was generally more buoyant than at home, coupled with a close scrutiny of the total operation, and achievement of economies made possible by BEA's new organization.

'As a result revenue from continental Europe increased by 31 per cent bringing total overseas revenue to £46 million or £7 million more than in the previous year. It was a significant fact that growth in passenger traffic occurred only on international routes, while domestic traffic remained at the same level as the previous years; consequently the average revenue received per load ton mile increased by some 11 per cent during the year.

'Whilst some of this can be attributed to the effects of the devaluation of sterling in November 1967, it should not detract from the fact that BEA, in a difficult year for aviation generally, increased its passenger load factor by some 3 per cent, the equivalent of £5 million revenue.'

GENTRANSCO

OFFERS YOU REGULAR CONTAINER GROUPAGE SERVICES TO THE REPUBLIC OF IRELAND *VIA* WATERFORD

FROM:-

LONDON

DELIVER TO—
GENTRANSCO No. 5
LONDON INTERNATIONAL FREIGHT TERMINAL
STRATFORD, LONDON, E.15
TWICE WEEKLY SERVICE

BRISTOL

DELIVER TO—
GENTRANSCO HOUSE
CATER ROAD, BISHOPSWORTH,
BRISTOL B513 7TW
THRICE WEEKLY SERVICE

MANCHESTER

DELIVER TO—
GENTRANSCO
LIVERPOOL ROAD GOODS STATION
MANCHESTER 3
ONCE WEEKLY SERVICE

PROMPT clearance & delivery from Waterford to anywhere in Southern Ireland

ENQUIRIES TO:
COMMERCIAL DEPARTMENT
GENTRANSCO SERVICES LTD.,
P.O. BOX 166, CENTRAL HOUSE,
STRATFORD, LONDON, E.15
TELEPHONE: 01-534 6655 TELEX: 897153/4

OR TO:

BIRMINGHAM	021 643 1995
BRADFORD	OBR4 28015/28567
BRISTOL	OBS2 668431/6
CARDIFF	0222 21308/9
HULL	OHU2 36850/26851
LIVERPOOL	051 236 2185/5289
MANCHESTER	061 832 6411

SOLE U.K. AGENTS FOR:
Container Transporters (Ireland) Ltd.
Adelphi Quay, Waterford
Telephone: 4273 5837/8 Telex: 6729

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

GOOD SECONDHAND QUARRY PLANT—
CRUSHERS, SCREENS, CONVEYORS,
FEEDERS, MILLS, DRILLS, etc.

Write for a plant list to

WALKER & PARTNERS LTD.,
43 Claremont Crescent, Sheffield, S10 2TA
Telephone OSH2 24358/9

E R

By Order of the Ministry of Public Building and Works
GERALDINE ROAD HOSTEL, BARNARDS GREEN, MALVERN, WORCESTERSHIRE
Highly Important Unreserved Sale by Auction to be held at the above, commencing 10.30 a.m. on
SATURDAY 6th SEPTEMBER of some
3,000 LOTS
SURPLUS GOVERNMENT FURNITURE
CANTEEN AND OFFICE EQUIPMENT, LINEN, ETC.
including: 1,000 Blankets; 400 Wardrobes, 250 Dressing Tables; 200 Chairs, 200 Mirrors, 331 Mattresses, 500 Beds, 124 Tables, 118 Towels, 55 Travelling Rugs, 100 Sheets and Pillow Slips, Electric Cookers, Etc.
Full details from the Auctioneer
CHARLES R. PHILLIPS F.S.V.A.
96 High Street, Henley-in-Arden, Warwickshire. (Tel: 2424 or 2938)
VIEWING: Friday 5th September

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
September 9	**Miscellaneous stores,**	**Youth Club Building (adjacent to indoor bowling green), Riverside, Chatham.**	**Fuller, Horsey, Sons and Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)**

Air compressors; pile driving plant; plant lubrication and tyre inflating machine; vertical reciprocating pumping set; concrete breaker; trailer fire pumps; bitumen distributor; Austin K2 spares; 2¾-ton sheepsfoot roller; hand tools; machine tools including centre and wood turning lathes; circular bench, chain and band saws; press; grinders; borer; textiles; furniture; household and kitchen ware; clothing; electrical and electronic equipment and spares; and a large assortment miscellaneous general stores.

September 16	**Miscellaneous stores**	**Command Ordnance Sub Depot, Reed Hall, Colchester.**	**Fenn, Wright and Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)**

Machine tools including electric drills, 7 in. portable grinder, fly and roller presses, high speed bench drilling machine, pedestal drilling machine, 20-ton roller; Johnson 6-cwt. diesel operated pile driver; trolley mounted air compressor; fork lift trucks; concrete mixer; 50-ton trolley jacks; screw jacks; engineers and carpenters hand tools; vehicle spares; scientific instruments; pressure greasers; marquee wall poles; bivouac tents; unworn ankle boots; firemen's blue tunics; haversacks GS. Mk. 7; khaki drill shorts; raincoats; greatcoats; denim blouses and trousers; battle dress trousers; khaki flannel shirts and bush jackets; cotton shirts and collars; combat smocks and trousers; photographic chemicals and components; miscellaneous kitchenware; furniture, etc.

Sept. 30-Oct. 1	**Vehicles, technical equipment and miscellaneous stores.**	**Regional Depot, RAOC, Hereford.**	**Russell, Baldwin and Bright (Dept. L), 2, King Street, Hereford. (Tel. 0432 4366.)**

Austin K2 vans; Austin A40s; Thames 5-ton and 2-ton vans; Land Rovers; Morris commercial vans and minibuses; Brockhouse two-wheeled trailers; fork lift trucks; miscellaneous technical equipment; aircraft spares; radar equipment; steel shelves; scrap lead, copper, brass and steel; paints and dopes; motor vehicle spares; drinking water coolers; fire fighting equipment; oscilloscopes; transformers; wireless receivers; avometers; engineering equipment; carpets, rugs, curtain material; machine tools including universal and plain milling machines; shaping machine; centre and capstan lathes; slotting machine; horizontal surface grinder; nibbler shearing machine, etc.; large quantities of vests, drawers and haversacks, GS. Mk. 7.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
Sep. 9	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

New Books

It has often been said that if British industry is to remain competitive in world markets it must continually be developing new products or improving existing ones. This process of innovation can be risky and far too little is known about the causes of success or failure **The Management of Industrial Innovation,** by Andrew Robertson (15 pages. Industrial Educational and Research Foundation, Room 18-11 Portland House, Stag Place, London SW1. 5s.) contains an examination of some of the principles of the management of innovation which are emerging from research undertaken by the Science Policy Research Unit of the University of Sussex. The author describes some of the causes of success and failure in industrial innovation in Britain. There are several reasons for failure in innovation. The main reasons are due to the neglect of potential customers and the inability to publicize sufficiently information on developments. The author also points out that industrial researchers may 'fall in love' with a new product or process and pursue it for what Robert Oppenheimer termed 'its technical sweetness'. *The Management of Industrial Innovation* contains a number of suggestions for successful innovation, which emphasize the importance of efficient market research prior to innovation.

Concise Guide to International Markets 1969, edited by Leslie Stinton. (2nd edition) 392 pages. International Advertising Association, UK Chapter, co Napper Stinton Woolley Ltd., 15-19 Great Chapel Street, London W1V 4AX. £7 7s.) This new edition has been enlarged and completely revised to provide data on 88 countries. It follows the pattern of its predecessor in that it is looseleaf in format and the information is arranged alphabetically by country. Data are given on area, population, literacy, languages, religions, climate, currency, income, retail and wholesale structure, and advertisng and market research facilities, The sheets are dated December 1968, but for individual topics, e.g. population, income, the source material date is usually given. This is a useful reference publicaton for those who are concerned with advertising and marketing in a number of countries, because the data are presented in a standard form thus making consultation easy.

British Metric Cube Conversions for Shippers, by Colin Barnes. (36 pages. Available from Barker & Howard Ltd., 79 Fenchurch Street, London EC3 at 12s. 6d.; by post 15s.) The main table in Part 2 of this publication is a conversion table from cubic feet to cubic metres for every cubic foot from 1 to 1,000 and for every 1,000 up to 10,000. Additional tables convert from decimals of a cubic foot to cubic metres, from cubic metres to cubic feet, and from cubic centimetres to cubic feet and (shipping) cubic inches. Part 3 contains area conversion tables, from square feet to square metres and vice versa, to enable shippers to convert the external areas of packing cases from one system of measurement to the other. The fact that *British Metric Cube Conversions* starts with Part 2 is merely an indication that this is a pilot book to a much bigger and more comprehensive work now in process of production. This larger book will contain all the measurements required by shippers, including apothecaries, goldsmiths, troy and many other obscure measurements. It will probably be published early in 1970.

In the *Board of Trade Journal* for August 25, 1967 (page 455) we reviewed a United Nations publication, *Export Credits and Development Financing,* which discussed the expanding role of medium- and long-term export credits and export credit nisurance, as provided in most industrialized countries, for financing the acquisition of capital goods by the developing countries. Part 2 of the publication consisted of a series of country studies of the export credit systems in individual countries (including the United Kingdom). This part of the publication has now been brought up to date by the United Nations Secretariat and republished as **Export Credits and Development Financing: National Export Credit Systems, 1969** (97 pages. Available from HMSO at 17s. 6d.; by post 18s. 6d.) The present revised version also contains two country studies not included in the first version, those on Finland and Spain, bringing the total number up to 21. As before, each country study is divided into three sections: 'Institutional Framework' covering the institutions which finance and/or refinance medium-term and long-term supplers' credits and grant buyers' credits; 'Financing Procedures' whch describes the terms and conditions upon which export credits are granted financed and refinanced; and 'Export Credit Insurance' which is devoted to export credit insurance institutions and procedures.

Agricultural and Food Statistics: a Guide to Official Sources. Ministry of Agriculture, Fisheries and Food. *Studies in Official Statistics No.* 14. (119 pages. Available from HMSO at 12s. 6d.; by post 13s. 2d.) Many people know that there is a wealth of statistical information on agriculture, fisheries and food but they do not know always what precisely is available or where to look for it. This new guide, which should prove a useful aid to those concerned with these sectors of the economy is a revised and enlarged edition of a booklet first issued in 1958 in the series *Guides to Official Sources.* It suveys a wide variety of statistical sources, drawn mainly from the field of economic as opposed to technical statistics. The Guide is divided into four main parts. Part 1 consists of a list of the principal sources of information, including the Agricultural Censuses, the National Food Survey and the Fishery Returns. Part 2 sets out in detail the various series of official statistics and Part 3 covers statistics issued by the Agricultural Marketing Boards and other statutory bodies. Part 4 is a subject index of the various regular statistical series and provides a key to the mass of official publications. Scotland and Northern Ireland are excluded from this Guide as in both areas the administration of agriculture is the responsibility of local agricultural departments.

Ownership, Control and Ideology, by Theo. Nichols. (272 pages. Allen and Unwin. £2 15s.) This inquiry into certain aspects of modern business ideology is the first extended sociological treatment of the ownership/control controversy in Britain. Although primarily addressed to students of sociology, its subject is of interest to other social scientists, and to those concerned with the management of companies and management education; while for economists it presents a sociological approach to many of the issues raised in studies of managerial and behavioural theories of the firm. The book is divided into three parts. Part I introduces the views of some key theorists of management. Part 2 reconsiders aspects of the ownership/control controversy, using a sociological approach which emphasizes the social and normative context of managerial behaviour in the modern corporation. Topics discussed include the professional/technocratic status and the class position of the 'new managers', and of the question of how far they are likely to pursue distinctively managerial policies. Part 3 investigates the idea of social responsibility in business, and is mainly concerned with the businessman's perception of his role and the structure and purpose of his company. This section uses some hitherto unpublished data derived from a study of directors and senior managers in a Northern city. There is also a nine-page bibliography. The author is Lecturer in Sociology at the University of Bristol. The volume is published as No. 8 in the series *Studies in Management.*

Economics: Britain and the EEC, by Harry G. Johnson, John Pinder, D. Swann and M. A. G. van Meerhaeghe. (111 pages. Longmans. 25s.) This is a collection of the papers read during a symposium on British economic policy and the EEC held at the University of Ghent on February 8, 1969. The purpose of the symposium was to examine the major problems arising from Britain's possible entry into the EEC, and to give a survey and assessment of the most frequently mentioned advantages and disadvantages, both for Britain and the EEC, of British membership. The first item in the collection is a general survey of the advantages and disadvantages that would result for Britain and the EEC if Britain should join the Communities; it is designed simply to provide the setting within which the following contributions should be seen. The other papers are (in the order in which they were given) by Professor Harry G. Johnson, of the University of Chicago and the London School of Economics and Political Science, on 'Financial and monetary problems'; by Professor D. Swann, of the Loughborough University of Technology, on 'Competition and price policies'; and by Mr. John Pinder, Director of Political and Economic Planning, on 'Advanced technology'. Each of these subjects is seen in the light of relations between Britain and the EEC.

Time to appear just before the fourth Export Services Exhibition, the first issue of the new monthly **Export Times** has now appeared (by subscription only, £2 a year from Export Times (Cobb-Thornton) Ltd., 60 Fleet Street, London EC4). The reason for launching the publication, as set forth in the editorial, is to fill the need for an independent journal to present news and information from the viewpoint of the exporters. The first issue, in 56 pages of newspaper format, contains articles and news stories for and about British exporters ranging over a very wide selection of topics. It includes an interview with Lord Brown, Minister of State at the Board of Trade, in which he talks about the work of the Group Export Representation Unit among other subjects.

Modern Business Administration, by Robert C. Appleby. (275 pages. Pitman. £1 15s.) The subject of management and administration is so vast that one book can only provide an outline of the subject. *Modern Business Administration* provides such an outline and is designed primarily as a textbook for students studying for the examinations of the Institutes of Cost and Works and Chartered Accountants, the Association of Certified and Corporate Accountants, the Society of Commercial Accountants, the Chartered Institute of Secretaries, or the Corporation of Secretaries. It is also suitable for students taking courses leading to the Diploma in Management Studies, the Higher National Certificate and diploma examinations.

Other Publications.

THE DIRECTORY OF DIRECTORS 1969. 90th edition. 1172 pages. Thomas Skinner & Co. (Publishers) Ltd. £5.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,796	1963	1963 21,788	1963 20,195	1963 20,195	1966 11,372	1963 4,917	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	113	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	114	125	126	109	101	132	124	121	138	143	155	–39	10	11
1968	114	120	133	134	112	104	138	128	134	147	143	169	–47	75	95
1967															
2nd quarter	111	113	124	124	108	100	135	131	127	139	141	43	–10	1	15
3rd quarter	111	114	127	126	110	102	134	122	120	143	147	–40	–25	–10	–21
4th quarter	111	116	128	129	112	104	132	120	119	139	146	68	–30	22	2
1968															
1st quarter	114	118	131	134	115	105	137	120	131	145	149	–68	–100	5	49
2nd quarter	112	119	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	120	134	134	111	103	137	128	134	147	139	42	7	10	5
4th quarter	118	122	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	122	139	138	111	102	130	121	128	136	135	133	125	– 7	13
2nd quarter		124p				104									– 3
1969															
January		121				104									
February		122				101									
March		122				102									
April		123 p				104									
May		124 p				103									
June		125 p				104									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan.*1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	–399
1968	143	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–419
1967													
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·8	508	168	24,495	128	122	–107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	– 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–290
1968													
1st quarter	142	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	–135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 73
4th quarter	143	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 77
1969													
1st quarter	151	134 p	129·7	6·2	122·3	114·1	194·6	499	206		162	154	– 20
2nd quarter	154	131 p	131·8	5·4	124·2 p	115·1 p	195·4	527	195		168	162	
1969													
March	151	134 p	130·3	6·3	122·7	114·4	195·0	504	203		163	155	
April	152	134 p	131·7	5·5	123·7	114·8	195·1	519	199		166	154	
May	154p	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	154p	131 p	132·1	5·3	124·9 p	115·4 p	195·7	543	191		173	170	
July			132·1	5·3	125·0 p	115·7 p	196·6	577	186		170	163	
August								585p	192p				

† Not seasonally adjusted.

Trade credit and exports in 1967

THIS NOTE presents statistics of international trade credit and direct exports in 1967 derived from the Board of Trade's inquiry into overseas transactions. Other results of the overseas transactions inquiry for 1967 were published in the *Board of Trade Journal* of May 9 (in respect of private overseas direct investment and the earnings on it) and May 14 (in respect of overseas royalty transactions). The present note also includes some provisional estimates of international trade credit for 1968 derived from partial quarterly inquiries.

The Board of Trade would like to acknowledge the help of those firms which co-operated in the inquiry by providing the detailed figures used in this note.

The annual inquiry into overseas transactions in 1967 included broadly the same range of questions on international trade credit as the previous inquiry, the results of which were presented in the *Board of Trade Journal* of August 16, 1968. Thus, the inquiry covered credit relating to United Kingdom imports, exports and re-exports, whether handled by manufacturers or merchants, credit relating to international commodity sales arranged by United Kingdom merchants, and credit transactions of United Kingdom contracting firms operating overseas. The questions about credit extended covered both the credit provided by exporters themselves, and credit in the form of bills and promissory notes discounted, assigned or sold to United Kingdom banks or other financial institutions. In addition to the usual questions on credit received, importers were asked to say what proportion of credit received and still outstanding at the end of the year represented credit with an original term exceeding one year.

As for 1966, the inquiry for 1967 did not seek a geographical distribution of total trade credit, and reference should be made to Tables 2 and 3 of the article relating to the 1965 inquiry (published in the *Board of Trade Journal* on July 21, 1967) for the most recent analysis by country and area. The distribution by country and area of changes in trade credit extended to and received from overseas affiliates of United Kingdom companies in 1967 was, however, shown in Table D of the *Journal* article on overseas investment of May 9, 1969.

Information was not collected in this inquiry on credit extended to overseas purchasers by banks and other financial institutions under the Financial Guarantee Scheme, details of these transactions being obtained from the Export Credits Guarantee Department, which arranges them. These details have, however, been added to Table 1.

As in previous inquiries, the international trading and credit transactions of oil companies and the public sector (central government and public corporations) were excluded.

Figures have been incorporated in Table 1 in respect of credit originally extended by United Kingdom businesses which has been transferred to the Export Credits Guarantee Department because of defaults in payment by the overseas purchaser for which the United Kingdom business has been reimbursed by ECGD. Many of these 'bad debts' will eventually be recovered, although a proportion will eventually be written off as irrecoverable. The amount of such debts outstanding at the end of 1967 was £52 million.

Since the previous inquiry, improved information on advance payments and credit received in respect of imported ships has become available. This information has been incorporated in Table 1 and has involved alterations to the levels of outstanding credit compared with previous articles. Adjustments have also been made to the estimates of credit represented by bills lodged with, or discounted or assigned to, banks, in the light of further information.

In order that the figures collected in this inquiry could be dovetailed into the figures already available and used in the balance of payments account, firms were asked to report separately on credit extended represented by bills and promissory notes, distinguishing bills discounted with banks, and bills owned by exporting firms but lodged with banks (the latter representing part of credit extended by United Kingdom businesses in Table 1). These details help to identify the overlap between the figures reported in the overseas transactions inquiry and those elements of export finance contained in the Bank of England's series of 'External Liabilities and Claims'.

The figures in Table 1 include, in addition to the figures of returns received in the inquiry, an allowance for non-respondents to the inquiry and for those firms with small amounts of overseas trade credit which were not approached in the current inquiry. Although the results for all firms given in Table 1 are published in terms of £ million, they cannot be taken as accurate to that degree. In particular, the estimates for 1968 are based on the partial information provided quarterly, and will be revised in the light of the full annual returns.

Summary of results on trade credit

The results of the 1967 inquiry showed a much smaller increase in export credit extended by United Kingdom businesses than in

Table 1. Estimates for all businesses (excluding oil companies)

£ million

Credit Extended	Outstanding at End 1967			Increase during 1966			Increase during 1967			Increase during 1968 p		
	Total	Due from related concerns	Due from other overseas concerns	Total	Due from related concerns	Due from other overseas concerns	Total	Due from related concerns	Due from other overseas concerns	Total	Due from related concerns	Due from other overseas concerns
Credit extended by United Kingdom businesses(*)	1,270	433	837	102	9	93	44	12	32	121	32	89
Of which:												
Unmatured bills lodged, but not discounted with banks in United Kingdom	216	..	..	22	..	..	4	..	..	..	..	..
Bills covering outstanding credit which were discounted or assigned	281	78	203	37	18	19	52	8	44	..	..	..
Credit extended under Financial Guarantee Scheme	190	—	190	43	—	43	90	—	90	105	—	105
Total credit extended	1,741	511	1,230	182	27	155	186	19	166			
Less advance and progress payments on exports	90	7	83	3	-3	6	-10	1	-11	..	..	-15
Total net credit extended	1,651	504	1,147	179	30	149	196	18	177	..	..	..
Credit Recieved	**Total**	**Due to related concerns**	**Due to other overseas concerns**	**Total**	**Due to related concerns**	**Due to other overseas concerns**	**Total**	**Due to related concerns**	**Due to other overseas concerns**	**Total**	**Due to related concerns**	**Due to other overseas concerns**
Credit received by United Kingdom businesses	422	268	154	8	12	- 4	-10	-11	1	13	-13	26
Of which:												
Bills accepted	99	55	44	4	5	- 1	5	4	1	..	..	..
Less advance and progress payments on imports	37	7	30	- 3	2	- 5	- 2	- 1	- 1	..	..	..
Total net credit received	385	261	124	11	10	1	- 8	-10	2	..	..	..

(*) Including debts owing by overseas purchasers to Export Credits Guarantee Department.

Table 2. Analysis of direct exports by terms of original credits*
Analysis of returns received

Industry Group	Number of enterprises	Total Exports		Original terms on which exports were made											
				Cash or Credit of up to 60 days		Credit of 61-180 days		Credit of 181 days to 1 year		Credit of over 1 year and up to 3		Credit of over 3 years and up to 5		Credit of over 5 years (†)	
		£million	%	£million	%	£million	%	£million	%	£million	%	£million	%	£million	%
Food, drink and tobacco	70	230·2	100	182·8	79	44·5	19	0·9	—	0·5	—	1·6	1	0·1	—
Chemicals and allied industries	139	441·5	100	237·0	54	193·3	43	9·7	2	1·5	—	0·1	—	—	—
Metal manufacture	64	277·6	100	196·1	71	69·4	25	8·7	3	2·7	1	0·7	—	—	—
Non-electrical engineering	331	569·6	100	242·2	43	177·1	31	60·0	11	48·9	9	12·1	2	29·3	5
Electrical engineering	88	426·5	100	130·8	31	152·0	36	67·8	16	41·9	10	12·6	3	21·3	5
Shipbuilding and vehicles (other than motor)	27	181·4	100	95·4	53	25·1	14	9·9	5	5·4	3	9·4	5	36·3	20
Motor vehicles	30	673·2	100	436·3	65	193·9	29	25·6	4	7·4	1	5·9	1	4·1	1
Textiles, clothing and footwear	275	278·9	100	185·7	67	70·7	25	16·2	6	4·2	2	1·2		0·9	—
Paper, printing and publishing	66	95·2	100	52·6	55	40·2	42	1·7	2	0·6	1	0·1	—	—	—
Rubber	20	62·0	100	31·0	50	28·2	45	2·9	5	—	—		—	—	—
Other manufacturing industries	221	267·4	100	188·7	71	70·1	26	7·3	3	0·9	—	0·4	—	—	—
Distribution	348	278·9	100	153·6	55	110·6	40	10·8	4	3·2	1	0·8	—	—	—
Other activities	91	94·7	100	55·3	58	34·4	36	3·3	4	0·9	1	0·7	1·	0·1	—
All industries	1,770	3,877·1	100	2,187·4	56	1,209·4	31·2	224·7	5·8	118·2	3·0	45·4	1·2	92·2	2·4

(†) Excludes oil companies and public sector enterprises. (‡) Includes exports made under Financial Guarantee Scheme.

the two previous years. Although there was a marked increase in export credit extended by banks, the rate of increase in credit extended by United Kingdom businesses fell from over £100 million in 1967 to less than £50 million in 1967, this fall being concentrated in credit extended to unrelated overseas concerns. In contrast, credit extended represented by bills discounted by banks rose by £52 million, compared with a rise of £37 million in 1966; while the increase in credit extended under the Financial Guarantee Scheme at £90 million was more than doubled between 1966 and 1967. In total, credit extended on United Kingdom exports rose slightly faster in 1967 than in 1966 – by £186 million against £182 million.

With the recovery of United Kingdom exports in 1968, credit extended by United Kingdom businesses rose at a much faster rate than in 1967 (by over £100 million), and there was a further substantial increase in credit extended under the Financial Guarantee Scheme. Although information on credit extended represented by bills discounted with banks is not collected in the quarterly inquiries on which the provisional estimates for 1968 given in Table 1 are based, it seems likely that there has also been a further rise in this category, giving an increase in total credit extended on United Kingdom exports probably in the region of £300 million in 1968, as compared with the £186 million in 1967.

Credit received by United Kingdom businesses tended to fall during 1967, this fall being especially marked in credit received from overseas affiliates, which fell by £11 million. There is some evidence of a falling off of exports from American companies to their affiliates in the United Kingdom in this period which is associated with this decline (see Survey of Current Business, United States Department of Commerce, November 1968, page 22). The fall in credit received from overseas parent companies continued into 1968, when the effect of the American restrictions on overseas investment were beginning to be felt. In contrast, there was a very marked increase in credit received from unrelated overseas concerns in 1968 (£33 million compared with £1 million in 1967).

Down payments on exports tended to fall in 1967 (by some £10 million), bringing the total net credit extended on exports to £196 million, compared with £179 million in 1966. Down payments on imports also fell marginally (by £2 million).

Exports analysed by terms of credit

As in previous inquiries, firms were asked for the value of their direct exports, analysed according to the credit terms on which they were made. Direct exports were defined as those exports for which the firm making the return, its own export companies or export agents working to its instructions, submitted export documents to HM Customs. It was recognised that these figures would not necessarily represent the whole of a firm's contribution to the export earnings of the United Kingdom since some part of its output might be sold to other United Kingdom firms and in turn exported by them, with or without further processing.

Firms were asked to divide their total direct exports according to the original period of credit extended. Where payment was made by instalments, the period to the final payment was taken as the length of credit extended. Firms were asked to group exports made under Financial Guarantees with other exports on credit terms of over five years.

The figures in Table 2 are a summary of returns received in the inquiry, no attempt having been made to allow for non-respondents to the inquiry or for smaller firms not approached. The exports of the firms covered in Table 2 represented about three quarters of total exports and re-exports in 1967. As with the previous similar analysis (Table 10 of the article in the *Board of Trade Journal*, August 16, 1968), it is thought likely that a relatively large proportion of firms not covered in the table were exporting on credit terms of not more than one year, and that the figures in the table may overstate the proportion of exports on credit terms of over a year by about 0.5 per cent, with a corresponding understatement of the proportion of exports on credit terms of one year or less.

Table 3. Percentage analysis of exports analysed by credit terms, 1966-67

Original terms on which exports were made	Based on returns received: Percentages of total exports 1966	1967
Cash or credit of up to 60 days	56·1	56·4
Credit of 61 to 180 days	31·5	31·2
Credit of 181 days and up to 1 year	7·0	5·8
Credit of over 1 year and up to 3 years	2·7	3·0
Credit of over 3 years and up to 5 years	1·6	1·2
Credit of over 5 years	1·1	2·4
Total	100	100

As Table 3 indicates, in the previous inquiry for 1966, returns to the inquiry showed 5.4 per cent of exports on credit terms of over a year (5 per cent if some allowance is made for possible upward bias), compared with 6.6 per cent in the present inquiry for 1967 (6 per cent if a similar allowance is made for possible upward bias). This trend towards a larger proportion of exports on longer terms of credit seems to be due to a shift from medium to long term credit rather than to a general lengthening of all credit terms. Thus, the proportion of exports for cash or credit of up to 180 days remained virtually unchanged between 1966 and 1967 (87.6 per cent in both years according to returns received in the inquiries, both figures, however, being subject to some downward bias); whereas exports on medium-term credit (181 days up to and including one year) fell from 7 per cent in 1966 to just under 6 per cent in 1967.

Evidence on trends since 1967 is only fragmentary. Exports under Financial Guarantees (in which bank loans to overseas purchasers for large projects on credit of over 5 years are guaranteed by Export Credits Guarantee Department), which rose to over 2 per cent of total exports in 1967, remained at or slightly below that level during 1968.

(*Continued on next page*)

TRADE CREDIT, *continued*

The increase in the proportion of exports on credit terms of over 5 years in 1967 (predominantly Financial Guarantee cases) was particularly marked, as one would expect, among firms in non-electrical and electrical engineering, and in shipbuilding and vehicles (other than motor vehicles). For firms in non-electrical engineering, 16 per cent of total exports were on credit terms of over a year (compared with 12 per cent in 1966), while for firms in electrical engineering, the comparable rise was from 9 per cent in 1966 to 18 per cent in 1967. The shipbuilding and vehicles (other than motor vehicles) group remained the one with the largest proportion of exports on credit terms exceeding a year (28 per cent in 1967 and 23 per cent in 1966), while the food, drink and tobacco group remained the one with the largest proportion of exports on cash or credit terms of 180 days or less (98 per cent).

It should be remembered that the details used in Table 2 relate to industrial enterprises which may cover a wide range of products. The exports of enterprises classified as being mainly engaged in one industry group may relate in part to other industry groups, and the credit terms shown against an industry group therefore do not exactly represent the credit terms for the principal products of that industry group.

Size distribution of exporters

In previous articles in this series a table analysing exporters by the size of their direct exports has been included. Table 4 presents the figures for responding firms in the 1967 inquiry, together with the figures for firms responding in the previous inquiry. The number of firms covered in this table is less for 1967 than for previous years. In part this decline in the number of enterprises represents the process of acquisition and amalgamation whereby a given number of companies is concentrated into a smaller number of enterprises. But it also arises from the fact that fewer companies were approached in the 1967 inquiry: in general, companies reporting exports of less than £100,000 in 1966 were not re-approached in 1967 unless they had other important overseas transactions. The coverage of the table is thus incomplete, particularly in the lower size-ranges distinguished. Nevertheless, over three quarters of total exports are covered.

Although total exports were slightly lower in 1967 than in 1966, more enterprises showed exports of over £50 million in 1967. Whereas in 1966 about 120 enterprises accounted for half of total exports, this number had fallen to just under 110 in 1967, mainly because of mergers and amalgamations. And the top 500 exporters accounted for about two-thirds of British exports.

Although the oil companies and public sector enterprises were not asked to make returns in the inquiry, for the sake of completeness the figures of exports of the five largest oil companies and by the National Coal Board and the Gas Boards, obtained from published sources, have been incorporated in Table 4 only.

Table 4. Size distribution of large exporters in 1966 and 1967
Summary of returns received

Size of direct exports during year	All enterprises			
	1966		1967	
	Number	£ million	Number	£ million
Over £50 million	11	1,009	13	1,161
Over £20 million but not more than £50 million	24	755	24	709
Over £10 million but not more than £20 million	34	472	35	498
Over £5 million but not more than £10 million	71	499	70	495
Over £2 million but not more than £5 million	151	454	162	480
Over £1 million but not more than £2 million	199	282	195	271
Over £0·5 million but not more than £1 million	293	213	302	217
Over £0·2 million but not more than £0·5 million†	540	178	435	144
Over £0·1 million but not more than £0·2 million†	378	57	325	49
£0·1million or less†	295	14	217	12
Total of returns received	1,996	3,932	1,778	4,035

†Figures are incomplete.

Notes and definitions

The inquiry asked for returns showing amounts of international trade credit outstanding in connection with companies' trading transactions, i.e. exports, imports and re-exports of goods from the United Kingdom, and the purchase and sale of goods abroad which did not enter the United Kingdom or were merely transhipped in the United Kingdom, including any charges for services which formed part of the contracts, e.g. installation charges.

It covered transactions between United Kingdom and all overseas concerns. These concerns could be either parent companies, branches, subsidiaries or associates of the reporting companies, or not related with them in any way, these two categories being reported separately.

The statistics relate to the 'United Kingdom', which is defined as Great Britain, Northern Ireland, Isle of Man and Channel Islands.

No approach was made to government departments, public corporations, oil companies or to most small firms. Companies were asked to make returns for their accounting years if information was not available for calendar years. 'Credit outstanding' was defined as the difference between the value of goods and services provided under contracts with overseas residents, and payments received or made, and as such included in 'Accounts Receivable' or 'Accounts Payable' in companies' books.

Only credit concerned with contracts for which a United Kingdom company acted as a principal or as the leader of a consortium was included, but this included goods and services provided on subcontract by other United Kingdom registered companies. Work done on sub-contract was excluded in order to avoid duplication. Where overseas concerns were involved either as main or as subcontractors, account was taken only of that part of a contract which related to United Kingdom companies.

On transactions for which companies had been reimbursed by ECGD, they were asked to include only that part of the debt outstanding which had not been covered by ECGD. Figures of debts outstanding in respect of export credit for which Export Credits Guarantee Department had reimbursed the United Kingdom exporter were obtained from that Department. Deposits or progress payments in advance of the shipment of exports were recorded separately. Firms were asked to return as credit the values of goods exported on consignment and not paid for by the end of each reporting period. Values used were to be those in companies' books, even though the eventual realized values might be different. There was a separate heading for bills connected with companies' overseas trade transactions which had been lodged with a bank in the United Kingdom for whatever purpose, but not discounted or assigned. The nominal value of bank or trade bills or promissory notes discounted with, or assigned to, a bank in the United Kingdom which had not matured by the end of each reporting period, though not part of 'Accounts Receivable' in the companies' accounts, was also returned separately.

Companies were also asked to return, at nominal values, unmatured bank or trade bills or promissory notes in connection with United Kingdom imports of goods, other purchases of goods and related services, which they, or a United Kingdom bank acting on their behalf, had accepted.

Net credit extended

The amount of credit extended on United Kingdom exports and other sales overseas after deducting advance and progress payments received before shipment.

Net credit received

The amount of credit received on United Kingdom imports after deducting advance and progress payment made before receipt of the goods.

United Kingdom businesses

Credit extended by United Kingdom businesses excludes amounts covered by unmatured bills of exchange and promissory notes discounted or assigned to banks in the United Kingdom or by Financial Guarantees.

Bills lodged with banks in the United Kingdom

Unmatured bills of exchange and promissory notes lodged with (but not discounted with or assigned to) banks in the United Kingdom. The bills and promissory notes may be lodged as security for an overdraft or simply for collection at maturity.

Bills covering outstanding credit which were discounted or assigned

The figures relate to credit covered by bills of exchange discounted, assigned, or sold, or by promissory notes held, excluding those in connection with the Financial Guarantees Scheme.

Bills accepted in connection with net credit received

Unmatured promissory notes issued and bills of exchange accepted either by United Kingdom purchasers or by banks in the United Kingdom acting on their behalf, in connection with credit received on imports or other purchases of goods, etc.

Exports

Companies were asked to provide figures of the total declared value of direct exports (value f.o.b.) for which the firm, its own export companies or agents working to its instructions submitted export documents to HM Customs. They were also asked to give estimates in percentage terms of the proportions of exports according to the length of term of credit extended (to final payment where payment was by instalment), reasonable estimates being accepted if precise information was not available.

Returns were grouped by enterprises, i.e. the figures of a company, together with those of all its subsidiary companies were treated as a single unit. Where two or more United Kingdom companies had the same overseas parent company, they were regarded as a single enterprise, irrespective of whether there was a direct link between the United Kingdom companies.

Returns to the inquiry were coded to one of the following industry groups, based on the main activity of the enterprise. Each industry group is defined in terms of the Standard Industrial Classification, 1958.

INDUSTRY GROUP	STANDARD INDUSTRIAL CLASSIFICATION
Food, drink and tobacco	Order III
Chemical and allied industries	Order IV
Metal manufacture	Order V
Non-electrical engineering	Order VI minimum list headings 331-352
Electrical engineering	Order VI minimum list headings 361-369
Shipbuilding and vehicles (other than motor)	Order VII and Order VIII, minimum list headings 382-9.
Motor vehicles	Order VIII, minimum list heading 381
Textiles, clothing and footwear	Orders X, XI and XII
Paper, printing and publishing	Order XV
Rubber	Order XVI, minimum list heading 491
Other manufacturing industries	Orders IX, XIII, XIV and XVI, minimum list headings 492-9
Distribution	Order XX
Other activities	Orders I, II, XVII, XVIII, XXI, XXII and XXIII

Aircraft noise at Heathrow and Gatwick Airport First Quarter–1969

HEATHROW AIRPORT

Departing aircraft

MONITORING of the noise of departing jet engined aircraft and of the height of all types of arriving aircraft continued during the first quarter of 1969.

The results are set out below, together with comparable figures for the same period in the previous four years.

	Day	Night
(a) Number of jet departures	16,711	1,007
(b) Number of jet departures monitored	11,449	931
(c) (b) expressed as a percentage of (a)	*68·5*	*92·5*
(d) Number of readings exceeding the permitted noise levels, i.e. 110 PNdB by day; 102 PNdB by night	74	24
(e) (d) expressed as a percentage of (b)	*0·6*	*2·6*

These results, and those of similar quarters in the previous four years are tabulated below for comparison.

		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1965		6,791	*0·7*	347	*1·2*
1966	First	9,134	*0·9*	538	*3·7*
1967	quarter	11,724	*0·4*	581	*1·0*
1968		13,522	*0·5*	788	*2·9*
1969		11,449	*0·6*	931	*2·6*

Staff shortages restricted the number of aircraft monitored but an increase in monitoring cover is expected in the coming months.

Arriving aircraft

During the quarter 823 aircraft (3·2 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3°; 3 aircraft (0.4 per cent of those monitored) infringed the approach path, all at single points. Explanations of the causes were obtained from the airlines concerned.

Figures for the first quarter of this and the four previous years for comparison are as follows:

Year		Number of Aircraft Monitored	Percentage Infringement
1965		1,068	*0·4*
1966		1,120	*0·8*
1967	First quarter	1,421	*0·4*
1968		1,211	*0·2*
1969		823	*0·4*

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing jet engined aircraft continued during the first quarter of 1969.

The results achieved are set out below:

	Day	Night	†
(a) Number of jet departures	4,319	85	
(b) Number of jet departures monitored	3,066	54	
(c) (b) expressed as a percentage of (a)	*71·0*†		†
(d) Number of readings exceeding the permitted noise levels, i.e. 110 PNdB by day and 102 PNdB by night	20	7	
(e) (d) expressed as a percentage of (b)	*0·7*		†

† Percentages derived from such small numbers are not statistically significant.

As Noise Monitoring commenced at Gatwick in July, 1968, no figures for previous years are available for comparison.

At Gatwick also staff shortages limited the extent of monitoring. In addition severe weather conditions at the beginning of the quarter added to the Unit's difficulties.

The number of night infringements continues to cause concern although there has been a slight improvement. There were 7 night infringements in the three months but 6 of these occurred in February; 4 were marginal being within 2 decibels above the limit. A fifth was below the day noise limit but the sixth was serious. The remaining 1 occurred in March and this was below the day noise limit of 110 PNdB.

All infringements were taken up with the operators concerned who claim that the correct noise abatement procedures were carried out at acceptable weights. The fact that the February infringements occurred on two nights suggests that weather conditions may have been responsible for the high readings.

Arriving aircraft

Sample monitoring of the approach path of arriving aircraft at Gatwick will commence as soon as suitable equipment can be installed.

Note:

Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were in fact noisier or quieter than in previous years.

Trends in company finance

DURING THE QUARTER ending on June 30, 1969, the accounts of 508 quoted public companies whose accounting years ended between April 6, 1968, and April 5, 1969, were analyzed by the Statistics Division of the Board of Trade. Since almost two-thirds of the companies had a financial year ending in December 1968 the accounts as a whole can be regarded as representing roughly average experience during 1968.

The companies dealt with comprise a little over a quarter of all quoted companies whose activities are in the main in manufacturing and distribution in the United Kingdom and whose accounts are included in the Board of Trade analysis. Their assets and income account for rather less than two-fifths of the aggregate amounts for all companies which go to make up the annual analysis.

Table A. Industrial distribution of company assets, 1967

£ million
(percentage of totals in italics)

Industry	Net assets in 1967 of companies included in present analysis (508 companies)	Net assets in 1967 of all companies included in annual analysis (1,993 companies)
Chemical and allied	2,388 (*31*)	2,974 *15*
Drink	757 (*10*)	1,848 *9*
Tobacco	556 (*7*)	621 *3*
Non-electrical engineering	495 (*6*)	1,393 *7*
Paper, printing and publishing	480 (*6*)	1,285 *6*
Retail distribution	465 (*6*)	1,522 *7*
Food	390 (*5*)	1,044 *5*
Electrical engineering	363 (*5*)	1,605 *8*
Metal goods, not elsewhere specified	363 (*5*)	761 *4*
Wholesale distribution	203 (*3*)	752 *4*
Vehicles	195 (*3*)	1,043 *5*
Other industries	1,005 (*13*)	5,473 *27*
Total	7,660 (*100*)	20,321 (*100*)

Table A shows how the industrial distribution of assets of the companies whose accounts are covered by the present quarterly article compares with the industrial pattern of all quoted companies coming within the scope of the Board of Trade analysis. The chemical and allied industry is heavily over-represented compared with the weight it would carry in an annual analysis due to the inclusion of the figures for both ICI and Unilever; the tobacco industry is also over-represented. On the other hand, both the electrical engineering and vehicle industries are under-represented. The remaining industries for which separate figures are calculated all carry about the same weight as in the annual analysis.

Profits and turnover

Of the 508 companies reporting between April 1 and June 30, 1969, about 81 per cent provided turnover figures for both 1968 and the preceding year. The following table gives the turnover, gross trading profit and profit/turnover ratio in both 1968 and 1967 for the 413 companies in question. The table also gives the same data for all companies whose accounts for 1968 had been analyzed up to June 30, 1969, and where turnover figures for both 1968 and 1967 had been stated.

Table B. Profits and turnover in manufacturing and distribution industries

£ million

	Accounts received between April 1 and June 30, 1969			Accounts received between October 1, 1968 and June 30, 1969		
No. of companies analysed	508			1,011		
Percentage giving comparable turnover figures	*81·3*			*77·8*		
	Financial year ending in		% increase	Financial year ending in		% increase
	1967	1968		1967	1968	
Turnover	11,222	12,619	*12·4*	17,650	19,911	*12·8*
Gross trading profit	1,065	1,248	*17·2*	1,643	1,952	*18·8*
Profit/turnover ratio	9·5	9·9	*4·2*	9·3	9·8	*5·4*

It is intended to bring this quarterly series of articles to an end after the next one, which will relate to companies whose accounts were analysed between July and September 1969. In future, the results of the analysis of the accounts of large companies, both quoted and unquoted, will appear in an annual publication in the Business Monitor series entitled 'Company Finance'; this will incorporate material hitherto published in 'Statistics on Incomes, Prices, Employment and Production'. The first of the new publications will appear at the end of this year; details of content and subscription rates will be given in the Board of Trade Journal *shortly.*

Results of the analysis of company accounts on a quarterly basis will continue to be available in total for individual industries on application to the Board of Trade, Statistics Division, Room 409, Companies House, 55-71 City Road, London, E.C.1.

Company income

Gross trading profits of the 508 companies whose accounts are dealt with in the current article totalled £1,362 million in 1968, an increase of 17·0 per cent over the previous year when the figure for the same group of companies was £1,164 million. Gross trading profits for all companies as estimated quarter by quarter by the Central Statistical Office for the twelve months ending in December 1968 were some 10·7 per cent higher than in the previous twelve months.

Gross income (which comprises trading profits together with income from investments and other sources) of the companies analyzed during the quarter ending on June 30, 1969, increased by 17·5 per cent, from £1,223 million in 1967 to £1,437 million in 1968.

The appropriation of trading and other income compared with the previous year is given in detail in Table 2A. This shows significant changes compared with a year earlier in respect of retained profits which increased by 58·7 per cent from £121 million to £192 million; long-term loan interest, by 24·1 per cent from £83 million to £103 million; taxation, where the increase was 23·8 per cent from £332 million in 1967 to £411 million in 1968; and depreciation provisions which increased by 10·5 per cent from £351 million to £387 million. Gross dividends rose only marginally, and at £343 million were under 3 per cent higher than in 1967 (£334 million), thus continuing the trend revealed in the accounts of those companies whose results for 1968 were analyzed in the immediately preceding quarter.

Company expenditure

Expenditure by companies covered by this article rose very sharply by 29·0 per cent, from £1,149 million in 1967 to £1,482 million in 1968. With the exception of cash holdings which decreased by £36 million compared with 1967 and investments which showed a run-down of £21 million against an expenditure of £16 million in the previous year all sectors of company expenditure recorded increases over a year

Table C. Investment grants

The accounts analyzed dealt with investment grants as follows:

Treatment	No. of Companies	£ million
Grant deducted from gross asset cost	200	46·3
Credited direct to profit and loss account	(11)	0·9
Grant credited to reserves	115	35·0
of which:		
Transferred to profit and loss account or tax equalization	(80)	14·4
Grant received but amount not stated	59	—
No reference to grant in accounts	134	—
Total	508	82·2

Note: The value of grants stated above may include certain amounts of building grants payable under the Local Employment Acts 1960-63, although wherever possible such grants are eliminated.

Table 1. Quoted companies – balance sheet summary
Accounts received between April 1 and June 30, 1969

£ thousand

	Manufacturing industries		Manufacturing and distribution, etc.	
Balance sheet at end of year	1967	1968	1967	1968
Number of companies (*)	395	357	554	508
Fixed assets:				
Tangible fixed assets, net	3,800,319	4,007,231	4,520,438	4,809,226
Goodwill	130,258	171,053	166,766	212,634
Trade investments (†)	479,255	—	508,592	—
Investment in unconsolidated subsidiaries	27,127	18,782	28,808	19,688
Total fixed assets, net	4,436,959	4,197,066	5,224,604	5,041,548
Current assets, including investments:				
Stocks and work in progress	1,975,343	2,091,001	2,294,047	2,439,990
Trade and other debtors, etc.	1,903,271	2,183,574	2,234,459	2,561,527
Investments (†)	109,647	635,551	117,255	672,537
of which:				
British government securities§	12,088	4,786	12,650	4,979
Loans to local authorities§	3,302	3,272	3,402	3,547
Other and unclassified quoted securities	83,270	409,840	88,393	425,245
Unquoted	10,987	217,653	12,610	238,766
Tax reserve certificates§	18,826	15,936	20,870	18,512
Treasury bills§	664	1,545	703	1,545
Cash	346,109	391,374	423,756	485,431
Total current assets	4,353,860	5,318,981	5,091,090	6,179,542
Less Current liabilities:				
Bank overdrafts and loans	486,488	536,757	585,691	653,015
Trade and other creditors, etc.	1,251,167	1,395,613	1,558,947	1,755,903
Dividends and interest due – gross	171,285	174,452	211,463	216,657
Current taxation	263,737	563,424	299,345	664,210
Total current liabilities	2,172,677	2,670,246	2,655,446	3,289,785
Net current assets	2,181,183	2,648,735	2,435,644	2,889,757
Total net assets	6,618,142	6,845,801	7,660,248	7,931,305
Represented by:				
Future tax reserves	238,859	20,914	291,127	22,670
Long-term loans	1,279,094	1,409,961	1,463,370	1,613,228
Minority interests in subsidiaries	226,049	259,411	248,590	284,520
Shareholders' interest:	4,874,140	5,155,515	5,657,161	6,010,887
of which:				
Ordinary shares	1,868,041	1,878,740	2,174,973	2,193,903
Preference, etc., shares	230,063	208,133	269,658	245,450
Capital and revenue reserves	2,647,417	2,918,985	3,070,346	3,405,029
Tax equalization reserve	128,619	149,657	142,184	166,505
Accumulated depreciation on fixed assets	2,206,712	2,444,796	2,438,214	2,700,061
Contracts for capital expenditure not provided for	233,521	246,224	276,787	306,118

*The 1967 figures include companies which were independent in that year but which were acquired in 1968 by another company in the population.
†Under the Companies Act, 1967, companies having a financial year ended on or after January 27, 1968, are no longer required to show separately their holdings of trade investments. To accommodate this change in accounting procedure in this table:
1967 Investments Exclude trade investments (see entry under 'Fixed assets.')
1968 Investments Include (in either 'other and unclassified securities' or 'unquoted') trade investments.
§So far as shown separately.

earlier. Expenditure on the acquisition of subsidiaries was £397 million, slightly more than double the figure of £196 million recorded in 1967. The increase in the level of expenditure on stockbuilding which began with the accounts for 1967 of those quoted companies reporting during the second quarter of 1968 was maintained, and the 1968 figure of £134 million for the 508 companies now discussed was £57 million in excess of the previous year's figure for the same group of companies. Expenditure on tangible fixed assets increased by about 10 per cent from £529 million to £583 million. Total trade and other credit granted increased by £82 million to £296 million in 1968, against an increase of £54 million in trade and other credit received.

As previously stated, expenditure on the purchase of subsidiaries by the 508 companies included in this analysis totalled £397 million in 1968. Issues of shares and loan capital amounting to £306 million accounted for over 77 per cent of the total expenditure, the balance of £91 million being met by cash payments. Of the £397 million spent on acquisitions, almost 70 per cent (£276 million) was accountedf or by seven large acquisitions: of Showerings, Vine Products & Whiteways by Allied Breweries for £104 million; of Typhoo Tea by Schweppes for £45 million; of Hall & Ham Rover by Ready Mixed Concrete for £38 million; of C. A. Parsons by Reyrolle for £30 million; of Reichold Chemicals by Unilever for £13 million; and of National Canning by Imperial Tobacco for £10 million.

Financing of expenditure

The financing of the sharp increase in company expenditure was in the main covered by a significant rise of £137 million in internally generated funds (depreciation provisions, retained profits and increases in other provisions less amounts written off), representing 46·5 per cent of total expenditure; and an increase of £133 million in issues of shares and long-term capital, representing 28·5 per cent of the total. Of this £133 million, £95 million came from shares and the remaining £38 million from long-term loans. Bank indebtedness increased by £36 million and trade and other credit received increased by £54 million to £191 million.

Contracts for capital expenditure not provided for in the accounts were appreciably above the level recorded in the previous year and at £306 million were £29 million higher than in 1967 but increases were not recorded in all the industries covered by the Board of Trade analysis.

(Continued on next page)

Table 2 – Quoted companies – sources of company funds
Accounts received between April 1 and June 30, 1969

£ thousand (% of total in brackets)

	Manufacturing industries				Manufacturing, distribution, etc.			
	1967		1968		1967		1968	
Number of companies	395		357		554		508	
Sources of funds:								
Proceeds from issue of loan and share capital:								
For cash	189,943	12·2	84,030	4·5	214,065	11·8	117,721	5·3
of which: *Ordinary shares*	11,420	0·7	34,216	1·8	10,688	0·6	53,883	2·4
Preference, etc., shares	573	—	-11,108	-0·6	-3,908	-0·2	-12,221	-0·5
Long-term loans	177,950	11·4	60,922	3·2	207,285	11·4	76,059	3·4
In exchange for subsidiaries	69,156	4·4	285,66	15·2	75,799	4·2	305,409	13·7
of which: *Ordinary shares*	33,819	2·2	221,994	11·8	38,296	2·1	237,701	10·7
Preference, etc., shares	—	—	3,781	0·2	25	—	3,914	0·2
Long-term loans	35,337	2·3	59,885	3·2	37,484	2·1	63,794	2·9
Total receipts from issues	259,099	16·6	369,690	19·7	289,864	15·9	423,130	19·0
Increase in short-term credit:								
Increase in amount owing to banks	20,749	1·3	43,773	2·3	26,199	1·4	61,889	2·8
Increase in trade and other creditors, etc.	113,984	7·3	140,119	7·4	136,637	7·5	191,340	8·6
Total increase in short-term credit	134,733	8·7	183,892	9·8	162,836	9·0	253,229	11·4
Internal sources: income from trading and other activities:								
Gross trading profit	975,031	62·6	1,148,797	61·1	1,164,091	64·0	1,362,177	61·1
Income from trade investments	30,989	2·0	—	—	33,739	1·9	—	—
Income from other investments	18,857	1·2	62,392	3·3	22,474	1·2	70,647	3·2
Prior year adjustments other than tax	603	—	802	—	918	—	828	—
Other capital receipts	136,631	8·8	113,429	6·0	143,845	7·9	116,958	5·2
Other income	1,532	0·1	2,171	0·1	1,379	0·1	3,128	0·1
Total income from trading and other activities	1,163,643	74·7	1,327,591	70·6	1,366,446	75·1	1,553,738	69·7
Total sources of funds	1,557,475	100·0	1,881,173	100·0	1,819,146	100·0	2,230,097	100·0

TRENDS IN COMPANY FINANCE, *continued*

Table 2A. Quoted companies – appropriation of trading and other income
Accounts received between April 1 and June 30, 1969

£ thousand (% of total in italics)

	Manufacturing industries				Manufacturing, distribution, etc.			
	1967		1968		1967		1968	
Number of companies	395		357		554		508	
Appropriation of trading and other income:								
Depreciation provisions	307,671	*19·8*	341,716	*18·2*	350,486	*19·3*	387,289	*17·4*
Amounts written off	1,501	*0·1*	885	—	1,824	*0·1*	1,038	—
Taxation	275,402	*17·7*	341,093	*18·1*	331,995	*18·3*	410,998	*18·4*
of which: *Current UK taxation*	188,122	*12·1*	455,805	*24·2*	234,809	*12·9*	568,973	*25·5*
Increase in future tax reserves	26,156	*1·7*	–196,059	*–10·4*	35,466	*1·9*	–242,459	*–10·9*
Overseas taxation	66,192	*4·2*	85,880	*4·6*	68,699	*3·8*	90,341	*4·1*
Less: Prior year tax adjustments	5,068	*0·3*	4,533	*0·2*	6,979	*0·4*	5,857	*0·3*
Interest on long-term loans	72,407	*4·6*	90,342	*4·8*	83,395	*4·6*	102,744	*4·6*
Dividends – gross:								
Ordinary	258,989	*16·6*	266,961	*14·2*	316,456	*17·4*	327,422	*14·7*
Preference, etc.	14,193	*0·9*	13,124	*0·7*	17,235	*0·9*	15,728	*0·7*
Retained profits and other capital receipts	233,480	*15·0*	273,470	*14·5*	265,055	*14·6*	308,519	*13·8*
Total appropriations of trading and other income	1,163,643	*74·7*	1,327,591	*70·6*	1,366,446	*75·1*	1,553,738	*69·7*

No adjustment has been made for those companies whose accounts estimated a rate of Corporation Tax of 42½ per cent for 1968/69, instead of 45 per cent as set in the 1969 Budget.

Table 3. Quoted companies – uses of company funds
Accounts received between April 1 and June 30, 1969

£ thousand (% of total in italics)

	Manufacturing industries				Manufacturing and distribution, etc.			
	1967		1968		1967		1968	
Number of companies	395		357		554		508	
Uses of funds:								
Payments out of income:								
Taxation payments	211,106	*13·5*	253,622	*13·5*	259,201	*14·2*	306,170	*13·7*
Dividends distributions – gross	269,407	*17·3*	278,256	*14·8*	327,527	*18·0*	339,408	*15·2*
Interest on long-term loans	72,457	*4·7*	89,631	*4·8*	83,416	*4·6*	101,934	*4·6*
Total payments out of income	552,970	*35·5*	621,509	*33·0*	670,144	*36·8*	747,512	*33·5*
Expenditure on fixed assets, etc.:								
Tangible fixed assets	475,105	*30·5*	531,155	*28·2*	557,952	*30·7*	617,699	*27·7*
Adjustments due to consolidation	–22,386	*– 1·4*	–30951	*– 1·6*	–29,239	*– 1·6*	–34,619	*– 1·6*
Intangible assets	648	—	5,087	*0·3*	1,186	*0·1*	5,540	*0·2*
Trade investments	6,942	*0·4*	–446,149	*–23·7*	5,382	*0·3*	–474,965	*–21·3*
Acquisition of subsidiaries	181,707	*11·7*	354,529	*18·8*	196,212	*10·8*	396,743	*17·8*
of which: *By issue of shares and loans*	69,156	*4·5*	285,660	*15·2*	75,799	*4·2*	305,409	*13·7*
By cash	112,551	*7·2*	68,869	*3·7*	120,413	*6·6*	91,334	*4·1*
Other expenditure on capital account	19,095	*1·2*	23,667	*1·3*	21,661	*1·2*	29,672	*1·3*
Total expenditure on fixed assets, etc.	661,111	*42·4*	437,338	*23·2*	753,154	*41·4*	540,070	*24·2*
Increase in current assets, etc.:								
Increase in stocks	68,819	*4·4*	104,325	*5·5*	76,971	*4·2*	133,847	*6·0*
Increase in trade and other debtors, etc.	187,766	*12·1*	248,843	*13·2*	214,283	*11·8*	296,332	*13·3*
Increase in liquid resources and investments	86,809	*5·6*	469,158	*24·9*	104,594	*5·7*	512,336	*23·0*
of which: *Tax reserve certificates*	5,171	*0·3*	–2,192	*0·1*	5,306	*0·3*	–1,660	*–0·1*
Other investments	11,159	*0·7*	426,830	*22·7*	10,158	*0·6*	454,497	*20·4*
Cash, etc.	70,479	*4·5*	44,520	*2·4*	89,130	*4·9*	59,499	*2·7*
Total increase in current assets	343,394	*22·1*	822,326	*43·7*	395,848	*21·8*	942,515	*42·3*
Total uses of funds	1,557,475	*100·0*	1,881,173	*100·0*	1,819,146	*100·0*	2,230,097	*100·0*

Notes:

Tables 1-3 present an analysis of accounts for the year 1968 (with comparable figures for 1967) based on accounts received by the Board of Trade between April 1 and June 30, 1969.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies, and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0·5 million or more, or income of £50,000 or more, and at the end of 1964 whose shares were quoted on a United Kingdom stock exchange and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not, therefore, confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1967 figures include companies which were independent in that year which were acquired in 1968 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

Acquisitions and mergers of companies in the second quarter of 1969

THIS ARTICLE gives figures for acquisitions and mergers of large companies in the second quarter of 1969. Details of activity in the first quarter of 1969 were given in the *Board of Trade Journal* of May 21, while figures for the year 1968 were given in the issue of March 14, 1969.

Acquisition activity in the second quarter of 1969 was somewhat lower than in the previous quarter, in terms both of the numbers of companies acquired and of expenditure. During the period 132 companies acquired 165 others (including 15 overseas companies at a cost of £11.6 million) for a total expenditure of £227.5 million, which was two-thirds of the amount spent on acquisitions in the first quarter of 1969. The proportion of the total consideration paid in cash at £76.5 million (33.6 per cent) was the highest since these quarterly statistics on acquisitions were introduced. There was one merger during the quarter (in the non-electrical engineering industry) with a value of £11.2 million.

In the first half of this year, expenditure on acquisitions was only 56 per cent of what it had been in the first half of 1968 – £568 million against £1,017 million. (In the first half of last year there were three large mergers totalling £465 million between them.) There has also been a fall this year in the proportion of consideration for subsidiaries acquired which was in the form of shares and loan capital. In the first half of 1968, share and loan capital accounted for 87.3 per cent of the total expenditure on acquisitions; in the first half of 1969 the proportion fell to 77.3 per cent.

With the exception of the leather and leather goods industry and the transport industry, there were takeovers in the second quarter of 1969 in all the industry groups included within the analysis. Activity was greatest in non-electrical engineering, chemicals, wholesale distribution, food and property, these five industries accounting for just over half the total expenditure on acquisitions during the quarter.

During the period under review there were only three acquisitions involving an expenditure of £10 million or more. These are shown separately in Table 3. At the lower end of the scale there were 126 acquisitions (76 per cent of the total) each involving an expenditure of less than £1 million.

Table A. Diversification or concentration of companies

£ million

1969	Within in the same industry group		With a different industry group		Total	
	Number	Expenditure	Number	Expenditure	Number	Expenditure
2nd quarter	73	87·1	92	140·5	165	227·5

As shown in Table A, acquisition expenditure during the second quarter of 1969 by way of diversification at £140.5 million was again high and accounted for £61.8 per cent of total expenditure. In the first half of 1969 60.7 per cent (£344.8 million) of total expenditure on subsidiaries was by way of diversification compared with 26.2 per cent (£266.6 million) in the first half of 1968.

Notes:

This analysis is confined to large companies engaged mainly in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Large companies are companies with net assets of £0.5 million or more or income of £50,000 or more in 1964. The values shown relate to expenditure in the current period, excluding any previous investment in the company acquired. No allowance is made for the acquisition of unincorporated businesses.

An estimate of cash expenditure outside the company sector by industrial and commercial companies on acquiring subsidiaries and on trade investments is published quarterly by the Central Statistical Office in Financial Statistics. That series covers all companies other than those classified as banks and financial institutions.

Each company included in the Board of Trade analysis is allotted

(*Continued on next page*)

Table 1. Expenditure by large companies in acquiring subsidiaries in 1969

£ million

Industry Group of acquiring company	2nd quarter						
	Number acquiring	Number acquired	Expenditure Total	Cash	Ordinary Shares	Loan Stock	Preference Shares
Manufacturing industries							
Food	3	3	20·6	0·5	20·2		
Drink	1	1	2·8		2·5	0·1	0·2
Tobacco	2	2	5·5	5·3	0·1		
Chemicals and allied industries	8	10	24·6	23·3	1·3		
Metal manufacture	5	7	10·3	3·0	0·1	7·2	
Non-electrical engineering†	17	22	28·2	15·6	11·3	1·2	0·1
Electrical engineering	7	9	13·8	5·7	5·8	1·6	0·7
Shipbuilding and marine engineering	1	2	9·1	0·2	6·7	2·2	
Vehicles	4	4	1·6	0·1	0·3	1·1	
Metal goods not elsewhere specified	5	6	9·6	0·3	5·6	3·7	
Textiles	11	16	17·6	4·6	8·9	4·0	0·1
Clothing and footwear	3	4	0·5	0·3	0·2		
Bricks, pottery, glass, cement	8	10	5·0	1·5	3·4		
Timber, furniture, etc.	3	6	0·7	0·5	0·2		
Paper, printing and publishing	8	8	5·8	1·4	4·0	0·4	
Other manufacturing	5	5	8·4	0·2	7·4	0·8	
Total	91	115	164·3	62·7	78·1	22·4	1·1
Distributive and Service Trades:							
Construction	4	4	1·8	1·4	0·3		
Wholesale distribution	6	6	24·1	—	22·3	0·1	1·7
Retail distribution	5	5	0·7	0·1	0·5	0·1	
Miscellaneous services	7	12	6·2	1·1	5·1		
Total	22	27	32·8	2·7	28·2	0·2	1·7
Property	8	8	18·9	0·1	14·7	4·1	
Overseas Acquisitions:							
By manufacturing	8	12	10·1	9·8	0·4		
By distribution and property	3	3	1·5	1·3	0·2		
Total including overseas	132	165	227·5	76·5	121·5	26·8	2·8

†Includes one merger with a value of £11·2 million.

ACQUISITIONS AND MERGERS, *continued*

to an industry group, corresponding generally to an Order of the Standard Industrial Classification, 1968. If a company has diverse activities it has been classified to the industry in which its main activity lies; but for some companies the classification is a very arbitrary one. The analysis does not include either the reorganization of internal divisions within the same company or the joining of divisions with other interests outside the company, e.g. the merger of the computer interests of English Electric, ICT, and Plessey, to form International Computers Limited.

Valuation of acquisition is, where possible, based on market value, but where this is not available, as, for instance, in the case of some non-quoted companies, the valuation is based on the nominal value of the shares acquired.

The merger of companies A and B to form C is treated as the acquisition by C of A and B. The value included, therefore, covers both A and B, whereas if A acquires B, only the value of B is included.

Table 2. Size analysis

	2nd quarter	
	Total number of acceptances	Of which overseas Companies
Not more than £50 million	1	
Not more than £20 million	2	
Not more than £10 million	†9	1
Not more than £5 million	21	
Not more than £2 million	6	2
Not more than £1 million	17	1
Not more than £500 thousand	38	4
Not more than £200 thousand	34	2
Not more than £100 thousand	37	5
Total	165	15

The following merger has been treated in this table as the acquisition of two companies by the newly formed one:
†Dobson Hardwick Limited with Wm. Park & Co. Forgemasters Limited to form Dobson Park Industries Limited.

Table 3. Acquisitions and mergers by companies in 1969 involving an expenditure of more than £10 million

£ million

Acquiring Company	Acquired Company	Expenditure		
		Total	Cash	Shares, etc.
2nd quarter				
Shell U.K.	London-Thames Haven Oil Wharves	21·0	21·0	
Rowntree & Co.	John Mackintosh & Sons	16·6	0·4	16·2
Philips Brocklehurst	Anglo-Portuguese Telephone Company	15·7		15·7

'Economic Trends' for August

THE AUGUST ISSUE of *Economic Trends* (HMSO, 8s.), published on August 29, contains four new articles: **Air transport:** a Board of Trade review of the growth of civil aviation over the past decade; **Index of production:** a CSO article on the rebasing of the Index on 1963; **Measurement of United Kingdom self sufficiency in food and agricultural products,** and **a calendar of economic events.**

In addition, the August issue contains the usual quarterly table showing reserves and net liabilities in sterling and in other currencies for the second quarter 1969.

Air transport

The article reviews the longer term changes in the traffic and capacity of BOAC, BEA and the United Kingdom independent operators and the scale of their international operations which make Britain the second largest provider of international air transport services.

A distinctive feature has been the growth of airborne holidays by inclusive tour; a market largely initiated and developed and exploited by British independent airlines. Fifteen years ago these were relatively minor operations; now, after a fivefold increase in five years, this kind of business is nearly half of all charter operations.

Statistics also show the development of freight traffic, the increasing use of all-cargo aircraft and the importance of this traffic for British operators.

Detailed tables of operations and traffic carried in 1968 by all British operators are included.

There is also a section with illustrative tables about activity at United Kingdom airports and the rapid growth in passengers and freight passing through them in the last 15 years. Facts and figures show the importance of Heathrow (London) airport not only as the third largest port in the United Kingdom handling imports and exports, but also the largest international travel centre in the world.

Index of Production

The Index of Production has been re-based on the 1963 Census of Production and some of the series used in its compilation have been changed.

The index, which covers mining and quarrying, manufacturing, gas, electricity and water industries and construction, derives from the census the proportion or 'weight' of the contribution of each industry to total industrial production. Re-weighting is necessary at intervals (i.e. when a new census is available) to take account of changes which have taken place in industrial structure and the composition of industrial output. On this occasion the process was further complicated by the decision to classify the new Index according to the new 1968 Standard Industrial Classification. (The 1963 Census was, of course, presented on the basis of the old SIC.)

At the same time as the index is re-weighted, a comprehensive review is undertaken of the series used to indicate the changes in output of each industry (and thus of total production) from the base year. Sometimes changes in industrial patterns or in consumer habits make the old series unsuitable; sometimes new and better indicators have become available, in particular the substitution in a number of cases of output for input indicators. The article lists the most significant changes made during this review.

The effect of all of these changes has been a slight rise in the estimates of the growth of production over the period 1963-1968 as measured by the new Index compared with the old.

Finally, a new, more flexible, process of seasonal adjustment has been adopted for the 1963-based Index. Some details, together with a reference source for a full description of the method are given in the article. The new index in 'The Economy Selected Indicators' on page 613 of this issue of the *Board of Trade Journal.*

Foreign travel and tourism—amendments

THE FOLLOWING amendments should be made to the article on foreign travel and tourism on August 27, pages 558 to 565:

Page 558, Section Overseas Visitors to the United Kingdom
Paragraph 4, line 1, delete 'visitors' insert 'visits'.

Page 561, Tables 5, Overseas visitors: distribution of visits and expenditure by area cross-analysed by purpose of visit 1968
Expenditure, under Other sterling', Purpose Other' delete '53', insert '28'.

Page 563, Table 8, Number of visits and expenditure of United Kingdom residents analysed by main country visited 1964-1968
'Western Europe' Number of visits, delete '3,381' insert '3,831'.
'Irish Republic' Expenditure 1967, delete†

Table 10, Number of visits and expenditure of United Kingdom residents analysed by area visited and purpose of visit, air and sea routes separately, for each calender quarter of 1968
'Western Europe' 3rd quarter, 'Sea, purpose Holiday' delete '953' insert '983'.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:
Home-Grown Timber for June 1969
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for June 1969
Motor Cycles

Quarterly at 7s. 6d. a year post free:
Internal Combustion Engines for First Quarter 1969
Colours for Second Quarter 1969

A complete list of titles in the production series is published in this issue of the *Board of Trade Journal* on page 599.

CAR AND COMMERCIAL VEHICLE PRODUCTION

July vehicle production probably a record

THE MINISTRY of Technology have announced that on a seasonally-adjusted basis, total car production is estimated to have risen significantly in July and was probably a record. The increase as compared with June appears to have been greater in home market production than in production for export, but nevertheless home market production was still not at the rate achieved late in 1968 and in January 1969 whereas production for export was probably a record.

However, the seasonal adjustment of production in the holiday months July and August is somewhat less reliable than in other months, due to the difficulty of estimating the effects of the holiday shut-downs which vary from firm to firm, and it is possible the extent of the rise in July may be over-stated. The usually more reliable longer-term comparison of the latest three months with the preceding three months shows a continued recovery in production from the low, strike-affected, level in the spring.

Total commercial vehicle production also is estimated to have been a record in July on a seasonally-adjusted basis, with export production at the highest level ever and production for the home market at a level exceeded only rarely in the past. The usual longer-term comparison shows the same pattern as in the case of cars.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of difference in timing and coverage.

		Passenger Cars (including taxis)				Commercial Road Vehicles			
	No. of Weeks	Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,552,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1966 1st quarter	13	462,461	294,287	168,174	35,574	120,380	75,662	44,718	9,260
2nd quarter	13	484,147	309,350	174,797	37,242	123,628	76,266	47,362	9,510
3rd quarter	13	334,143	206,248	127,895	25,703	96,886	56,128	40,758	7,453
4th quarter	13	322,928	168,799	154,129	24,841	97,781	52,558	45,223	7,522
1967 1st quarter	13	387,564	288,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,556	239,544	212,012	34,735	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
1968 April	4	145,328	81,243	64,085	36,332	31,610	20,210	11,400	7,903
May	4	161,818	88,868	72,950	40,455	33,768	21,493	12,275	8,442
June	5	181,986	93,930	88,056	36,397	39,087	25,051	14,036	7,817
July	4	111,067	60,040	51,027	27,767	25,235	16,287	8,948	6,309
August	4	100,780	57,227	43,553	25,195	21,343	13,235	8,108	5,336
September	5	177,739	98,131	79,608	35,548	41,891	27,197	14,694	8,378
October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	185,245	103,373	81,872	37,049	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,533	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9 440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,887	70,859	62,028	26,578	37,229	21,613	15,616	7,446

(Continued on next page)

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

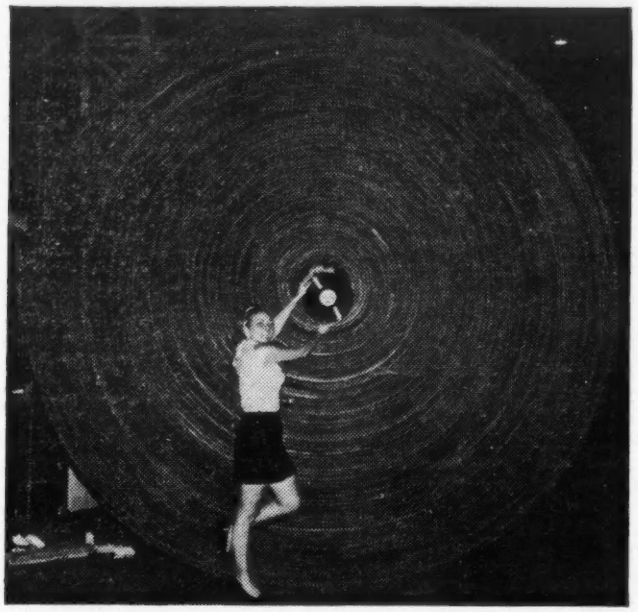
HMSO

CAR AND COMMERCIAL VEHICLES, *continued*

Table 2. Production seasonally adjusted

Monthly averages — thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1966 1st quarter	145	93	52	38·9	24·5	14·4
2nd quarter	145	92	53	38·2	23·3	14·9
3rd quarter	136	84	52	37·1	21·4	15·7
4th quarter	110	58	52	31·9	17·6	14·3
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	141	76	65	38·7	23·1	15·6
2nd quarter	144	73	71	39·2	22·6	16·6
1968 April	145	81	63	33·2	21·1	12·1
May	150	81	69	33·0	20·8	12·2
June	142	73	68	31·7	20·0	11·8
July	153	83	71	32·2	20·5	11·7
August	147	82	65	33·4	20·5	12·9
September	163	90	73	34·9	22·4	12·5
October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	160	90	70	43·5	26·2	17·3
February	144	78	66	40·2	23·8	16·3
March	119	59	59	32·4	19·3	13·1
April	141	74	67	40·0	23·5	16·5
May	141	67	74	37·9	21·4	16·5
June	149	77	72	39·7	23·0	16·7
July	166	87	79	45·1	25·9	19·2
Average of:						
February-April 1969	134	70	64	37·5	22·2	15·3
May-July 1969	152	77	75	40·9	23·4	17·5
Percentage change	*13*	*10*	*16*	*9*	*5*	*14*



Mary Casey, who works in the warehouse office at Goodyear's Craigavon (Northern Ireland) general products factory, compares a long-playing record with the biggest single belt made to date by Goodyear-Great Britain. Measuring 1,300 ft. in length and 48 in. wide, the belt is destined for service at a nitrate mine in Chile.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, August 29, 1969. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
The Cumnocks	Br/E 34267	21	August 25	J.F.S. Productions Ltd.	J.F.S. Productions Ltd.
Movietone News 2099	Br/E 34297	7	August 29	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2099A	Br/E 34298	8	August 29	" " "	" "
Pathe News 69-69	Br/E 34349	8	August 29	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-70	Br/E 34350	7	August 29	" "	" "
				FOREIGN	
The Green Slime	F 34263	90	August 25	Metro-Goldwyn-Mayer Pictures Ltd.	Southern Cross Films Ltd., New York
The Great Train Robbery	F 34264	96	August 25	Gala Film Distributors Ltd.	N.D.R. Studio Hamburg, Hamburg.
Therese and Isabelle	F 34265	111	August 25	" "	Audubon Films
Innocence Unprotected	F 34266	78	August 25	Hunter Films Ltd. "	Avala Film Productions, Belgrade
Eye of the Cat	F 34268	99	August 26	Rank Film Distributors Ltd.	Universal International Films Inc.
Goke, Body Snatchers from Hell	F 34269	93	August 28	Animated Motion Pictures Ltd.	Shochiku Company Ltd., Tokyo
Matango, Fungus of Terror	F 34270	70	August 28	" "	Toho Kabushiki Kaisha, Tokyo

CORRECTIONS TO THE REGISTER

The playing time of the film 'Five Giants from Texas' (F 34225) registered on July 28, 1969, has been corrected to 101 minutes.
The playing time of the film 'Djurado' (F 34226), registered on July 28, 1969, has been corrected to 78 minutes.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

Are YOUR Goods for EXPORT?

We will gladly share with you the knowledge and experience of our Managers and of the close connections we have in the following countries. We have made special arrangements to answer your questions in London.

INDIA · JORDAN · LEBANON · MOROCCO · SAUDI ARABIA
SOUTHERN YEMEN · SWITZERLAND · TUNISIA · ABU DHABI
BAHRAIN · DUBAI · KUWAIT · MUSCAT AND OMAN · QATAR
RAS AL KHAIMAH · SHARJAH.

THE BRITISH BANK OF THE MIDDLE EAST

Head Office 7 King William Street, London, EC4 Tel 01-626 2643 Telex 263473
Associate Banks The Bank of Iran and the Middle East: Teheran and Khorramshahr. Bank of North Africa. Libya: Tripoli, Benghazi, Mersa Brega and Ajdabieh.

A member of the Hongkong Bank Group

International Banking with a Human Touch

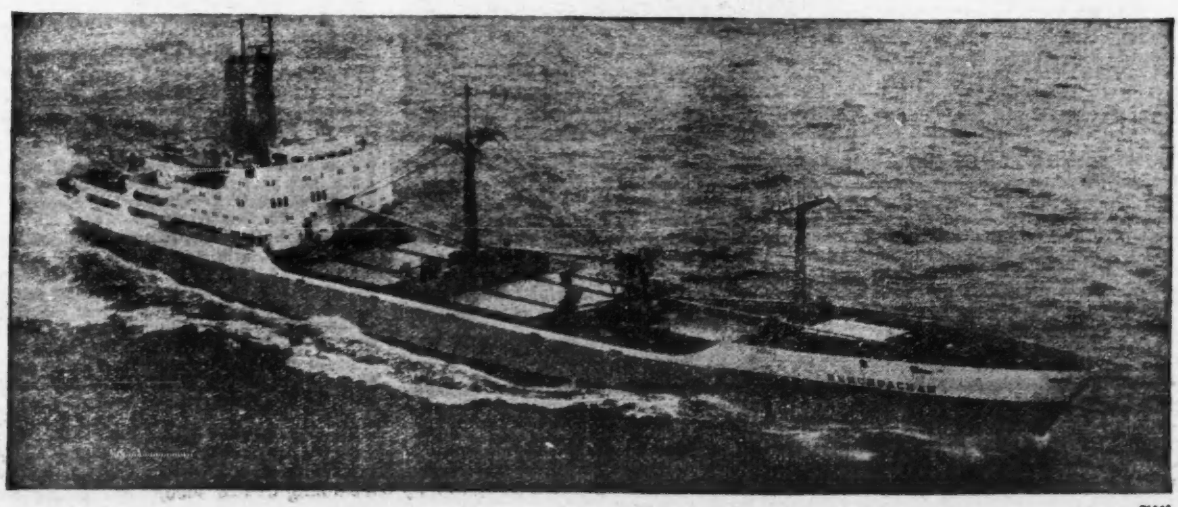
The Bank of Kobe, in one of the world's great port cities, has a long history of satisfing the requirements of foreign investors, businesses, and exchange requirements.
This is the bank that has the information, contacts and facilities that you need and want. And our experts in every field are also trained to give you the promptest and friendliest service you can find.

BANK OF KOBE

160 Branches throughout Japan
London Branch: 92 Cheapside, London, EC2
New York Agency: 40 Wall Street, New York, N Y 10005

Better ship BEN LINE *faster to and from the Far East*

London Agents, Loading Brokers and Passenger Agents
Killick Martin & Co Ltd 20 Mark Lane, London EC3 Telephone: 01-623 3100
Managers: WM. THOMSON & COMPANY, EDINBURGH



Exhibitions and Fairs

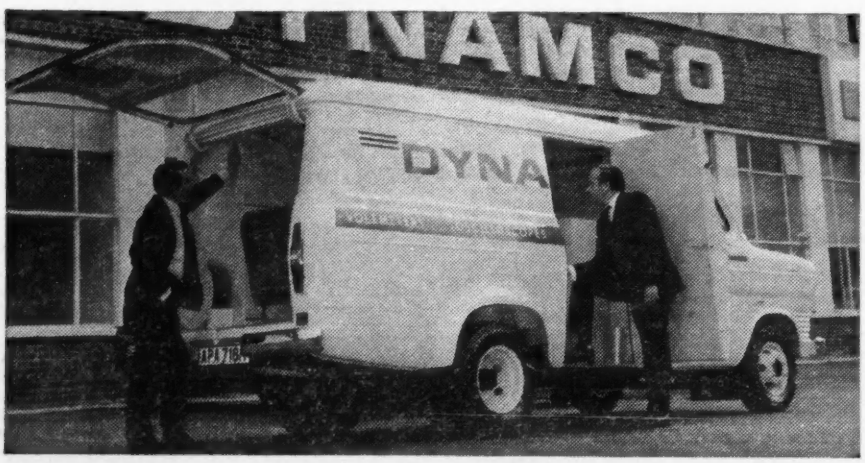
Mrs. Dunwoody to visit British trade promotions abroad

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, will visit Germany to open the British Wool Textile Week in Hamburg on September 26, and later go on to Sweden where she will visit the British Shopping Week in Gothenburg (September 19 to 27) and also a British store promotion in Stockholm.

The British Wool Textile Week in Hamburg is being organized by the National Wool Textile Corporation with the support of the Board of Trade and the British Consulate-General in Hamburg. The promotion has the full backing of the Hamburg city authorities. Mrs. Dunwoody will formally open the Wool Textile Week and tour some of the stores and shops participating in the promotion. She will also be guest of honour at a luncheon to be given by the Hamburg Chamber of Commerce.

The Parliamentary Secretary will then fly to Sweden to visit the British Shopping Week in Gothenburg. Known locally as 'London Week', the Shopping Week is being organized on the initiative of the Gothenburg retailers as a follow-up to the highly successful British Week in Stockholm in the autumn of last year. The promotion has the full support of the Board of Trade, the British Embassy, the Consulate-General in Gothenburg and the BNEC-Export Council for Europe. The Shopping Week will be formally opened by the Lord Mayor of Westminster, Councillor Leonard Pearl, on September 19. Mrs. Dunwoody will arrive on September 26 to be host at a reception for members of the Gothenburg business community. The next day she will tour shops and stores taking part in the promotion, visit supporting displays and exhibitions and present prizes for the window-dressing competition, and in the evening will attend a ball given by the Anglo-Swedish Society.

Mrs. Dunwoody will leave for Stockholm on September 28. She will visit the British promotion at the MEA department store on Monday morning and will lunch with the store directors. During the afternoon she will call on Swedish ministers and officials concerned with trade.



Dynamco Ltd. sent their first specially equipped smaller demonstration vehicle on an extensive tour from August 22, covering the Benelux countries and the Federal Republic of Germany. It will then make its way via Switzerland and Austria, to Czechoslovakia for the Brno Trade Fair from September 7-16. From there it will go to another trade exhibition in Bulgaria at Plovdiv, where it will be on site outside the main approach area to the British Pavilion. The vehicle will then continue through to Rumania, Hungary, Yugoslavia and Italy, where demonstrations will take place in Milan, Rome and Naples, before returning to the company's new offices opened in Bucharest, Rumania. The vehicle will carry equipment valued at £30,000, including digital voltmeters, oscilloscopes and data loggers. Exports account for about 45 per cent of the company's production.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable addresses.

Stina Nessling – Miss Mannequin of Finland – is seen outside the headquarters of the Board of Trade during a brief visit to this country. She had been shopping around for London style clothes. A Trade Drive 'Britain in Finland' begins next year.

Increased sales before British Week in Vienna

MORE THAN 1,500 British firms will be putting their products to the 'point-of-sale' test during the British Week in Vienna (October 10 to 18) and their activity in this area of rapidly growing consumer demand is already showing dividends.

Aerolyne Plastics Ltd., a two-year-old Glasgow ski-equipment firm, reports that nearly 1,000 pairs of ski-sticks have already been delivered to two shops in Austria, one in Vienna and the other in Innsbruck, in preparation for the British Week. This firm, which participated for the first time at Stockholm last year, is now selling nearly a third of its ski-stick production in Europe as a result of the two Weeks.

The M Y Dart Co. (Games) Ltd., of Barnet, Herts., which sells dart boards to 80 countries, reports that its sales in Austria have increased by some 15 per cent this year, and attributes this success to the appointment of a good agent and to the greatly increased interest in British goods consequent on the Week.

More than 1,000 shops in Vienna are supporting the British Week, and Austrian stores are already planning follow-up promotions for 1970 which are likely to involve provincial centres as well as the capital. With this in view, arrangements are being made to bring retailers and wholesalers from Austria's five other main towns to Vienna during British Week.

British Pavilions at Moscow exhibitions: applications for space

AS ANNOUNCED in last week's *Journal*, the Board of Trade will organize British Pavilions at the following two major international exhibitions to be held in Moscow during 1970.

'INLEGMASH' (modern equipment and technological processes in light industry), June 2-16

This exhibition, despite its title, will be devoted almost entirely to textile machinery, including ancillary and control equipment. The main sections of the exhibition are:

1. Preparatory and spinning machinery.
2. Machinery and techniques for preliminary processing of natural fibres.
3. Preparatory and weaving equipment.
4. Weaving machinery.
5. Dyeing and finishing equipment.
6. Twisting machinery. Machines for the production of bulk and texturized yarns. Machines for production of modified fibres and yarns.
7. Machinery for hosiery and knitted fabrics.
8. Sewing and finishing equipment for production of knitted garments.
9. Non-woven equipment.
10. Sewing machines.
11. New methods of joining garment details.
12. Machinery for leather production.
13. Equipment for pelt and fur industries.
14. Shoe machinery.
15. Electric drives and automation of processes.
16. Fulling and felting machinery.
17. Auxiliary equipment, parts and materials.
18. Measuring instruments.
19. Dyestuffs and chemicals.

'CHEMISTRY', September 10-24

The scope of this exhibition is very much wider than the title might suggest. The main sections are:

1. Scientific research.
2. Chemical and petro-chemical technology.
3. Machines, devices and equipment for chemical, petroleum, petro-chemical and gas industry.
4. The use of chemical materials in industry, construction and agriculture.
5. Chemistry in everyday life and people's holidays (sports, holidays, furniture).

Copies of the 'Conditions of Participation' (which give more detailed information) for both these exhibitions may be seen at Trade Promotions Branch, Board of Trade, Tower Block, Hillgate House, Old Bailey, London, E.C.4, or at any of the Board's Regional Offices.

Application forms for space in either of the British Pavilions may be obtained from Trade Promotions Branch, Board of Trade (Mr. J. R. Schaffer, Room 102, Tel. 01-248 5757, Ext. 7246). Completed application forms will be dealt with in the order in which they are received. The space available is expected to be very quickly booked, and it is advisable to make early applications, which in any case should arrive not later than September 12 for INLEGMASH and September 15 for CHEMISTRY.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** – *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

Sales success in South Africa

MR. J. POUND, managing director of Pye Thermal Bonders Ltd., a member of the Pye of Cambridge Group, recently exhibited his company's products at the Building and Construction Machinery Exhibition, Johannesburg (July 30 to August 7) and sold them all twice over.

The Board of Trade and the Building Exhibition Overseas Division organized a joint venture participation of 15 companies at this event, of which Pye Thermal Bonders Ltd. was a member.

Mr. Pound also received many other inquiries and orders. It was the company's first venture into South Africa. 'This was one of our most successful exhibitions to date. I am very pleased with the result and will be going again next year,' he said.

While in South Africa Mr. Pound visited the 10 major concerns in his field and also lectured to 75 top men in the South African wood-working industry on RF heating. Products which he showed in Johannesburg were a single edge lipping press, 1.5 kW RF generator, adjustable lipping press for flush doors, 6kW generators, low voltage edge veneering press and a motorized glue spreader.

Block & Anderson show streamlined documentation

BLOCK AND ANDERSON LTD. are amongst the British participants forming part of a Board of Trade and London Chamber of Commerce joint venture stand at the International Shipping Containerization and Marine Engineering Exposition and Congress, New York, September 15 to 18. They will be exhibiting a range of Banda spirit duplicating and systems machines that have all been designed to assist in the streamlining of export documentation.

Amongst the equipment shown will be the Banda 1700 ESAF/DC spirit duplicator designed for use in the implementation of international standardized export documentation recommendations. This machine enables a full set of aligned standardized shipping documents to be completed from just one master sheet containing basic shipping details without the necessity for further typing and checking.

Coles cranes' first showing

TWO COLES diesel-hydraulic telescopic boom cranes, a Hydra 150T and Hydra Husky, and a Zealous diesel-electric strut jib truck mounted machine, manufactured by the British Crane and Excavator Corporation Limited, will be shown for the first time at trade fairs in Czechoslovakia and Yugoslavia during September.

The Coles 150T and Zealous machines, which have maximum hoisting capacities rated overseas at 18 tons (18,000 kgs.) and 60 tons (60,000 kgs.) respectively, will be exhibited at the Brno International Trade Fair, Czechoslovakia from September 7-16 and a second 150T and the 18 ton capacity Hydra Husky, with 4 x 4 wheel drive, will be shown at the Zagreb Autumn Fair, Yugoslavia, from September 11-21.

The Board of Trade are presenting two joint venture groups at the Brno International Trade Fair, with the Scientific Instrument Manufacturers Association (SIMA) and the Federation of Manufacturers of Construction Equipment.

Plessey display at French meteorological exhibition

PLESSEY systems capability in providing an overall equipment service for meteorological and allied organizations will be highlighted at the International Exhibition of Meteorological Instruments at Versailles (September 11-19). This exhibition is associated with the Technical Conference on Upper-Air Instruments and Observations at Neuilly-sur-Seine from September 8 to 12 and the Fifth Session of the WMO Commission for Instruments and Methods of Observation (CIMO) at Versailles, from September 15 to 30.

At the exhibition, Plessey Radar Limited will combine with the Radio Systems Division, Marine Systems Division and Automation Divisions of the Plessey Electronics Group, in a major display of meteorological radar and upper-air systems, instrumentation, communication links and data recording systems.

Dunlop at Cologne

THE DUNLOP Sports Company is exhibiting in the British section of the International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA) being held in Cologne from October 19-21. The Board of Trade are organizing two joint ventures of this specialized event, with The Federation of British Manufacturers of Sports and Games and the Camping Trade Association of Great Britain.

A wide range of Dunlop golf, tennis, badminton, squash and table tennis equipment will be on show including examples of the types used by champions all over the world. Highlight of the display will be the recently announced range of Maxpower golf clubs. All the clubs in a set, from driver to wedge, are dynamically balanced to produce constant acceleration for identical effort, thereby imparting the same feel to each club.

THE QUEEN'S AWARD TO INDUSTRY 1970

The closing date for receipt of applications is the 31st October, 1969. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799 7000

The Queen's Award to Industry

A giant message of congratulation over the Viaduct Works gateway greets employees of Frederick Parker Ltd., Leicester, arriving for work.

Above: Triumphant workers in Dewar's Scotch whisky bottling hall display their third Award. Below: The technical team at Lucas Industrial Equipment Ltd., with Lord Rhodes, Lord Lieutenant of Lancashire, and (next right) Sir Bertram Waring, chairman of Joseph Lucas Ltd. who received an Award for technological innovation this year.

Encouraging enterprise

THIS SUPPLEMENT contains a selection of items and photographs of firms who received the 1969 Queen's Award to Industry. For reasons of space it has been impossible to represent all the Award winners. A full list was published in the April 25 issue of the *Board of Trade Journal* (page 1167).

The closing date for applications for the Queen's Award to Industry, 1970, is October 31, 1969. The fifth list of Award winners will be announced on April 21, 1970, HM The Queen's personal birthday. Three hundred and sixteen firms now hold the Award, including four who have won it in each of the four years since its institution.

The Award was instituted and created by a Royal Warrant of November 30, 1965, published on March 22, 1966. This followed the Government's acceptance of the Report of a Committee chaired by the Duke of Edinburgh which had been asked to work out a scheme for making awards to industry for outstanding achievement in increasing exports or in technological innovation. (The Report of the Duke of Edinburgh's Committee was published by HMSO on August 3, 1965.)

The Award recognizes outstanding achievement by British industry either in increasing exports or in technological innovation, or both. It is related to the production of goods by any branch of industry, including agriculture and horticulture. Recipients of the Award are normally industrial companies, but nationalized industries, government agencies, research associations, educational institutions and similar bodies are eligible if they can show that they have contributed to industrial efficiency in the fields with which the scheme is concerned.

Criteria for the Award

The Award is made for industrial efficiency assessed in terms of achievement such as:

(i) A substantial and sustained increase in total exports over a period of three years.
(ii) A substantial and sustained increase in the percentage of total export sales to total business over a period of three years.
(iii) A percentage of exports to total business which is considerably and consistently higher than the average for the applicant's sector of industry.
(iv) A spectacular increase over a shorter period than three years where there is a reasonable prospect that the performance can be maintained.
(v) A breakthrough in a particularly difficult market.
(vi) The greatest value of export sales by any group or company in a given year.
(vii) A significant advance in the application of advanced technology to a production or development process in British industry. Recognition will only be accorded under this head if greater efficiency results from the process.
(viii) The production for sale of goods which incorporate new and advanced technological qualities.

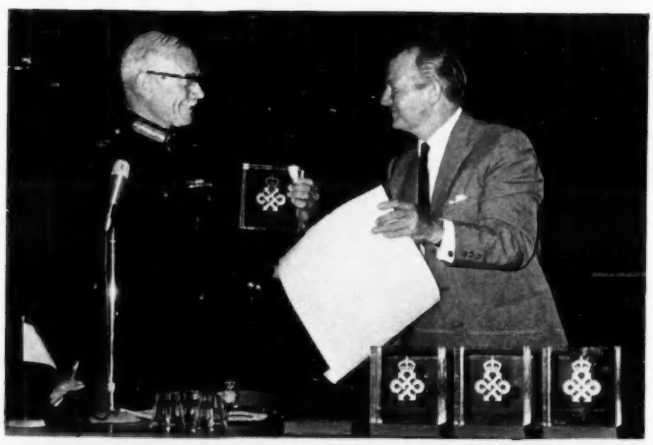
The Award for export achievement is for the direct export of goods by British industry. The Award for technological innovation is confined to finished products or processes resulting from or involved in the normal course of commercial production.

Unlike other honours bestowed by The Queen, recipients of the Queen's Award are chosen only from those concerns that have applied for it. Application forms and notes of guidance can be obtained from the Office of the Queen's Award. Applications are treated in strict confidence. Recommendations for the Award are made to The Queen by the Prime Minister, who is assisted by a committee of eminent industrialists and senior civil servants.

(*Continued on page viii*)

Albright & Wilson Ltd. receive their second Award in four years from Mr. John Wade, Lord Lieutenant of Cumberland. Left to right: Mr. P. Baines, commercial director and managing director, Marchon Division; Mr. O. Secher, chairman, Marchon Division; and Mr. M. J. C. Hutton-Wilson, managing director and deputy chairman.

Sir Gerald Templer, Lord Lieutenant of Greater London (centre), presents the Award to Mr. C. Austin, managing director of H. & L. Austin Engineering Ltd., left is Alderman H. Cook, Mayor of Enfield.



Marconi maintain their record of receiving the Queen's Award each year since its introduction in 1966. Colonel Sir J. Ruggles-Brise presents the fourth Award to Mr. R. Telford, managing director.

A double celebration for AMF who received the Award on its 50th anniversary in the United Kingdom. Left to right: Mr. A. E. Smith, general manager, Whitstable; Mr. B. E. Conor, director for International Bowling; Mr. M. J. Payne, managing direct of the AMF/Legg/Hamblin division and Mr. J. G. Meech, Legg/Hamblin sales director.

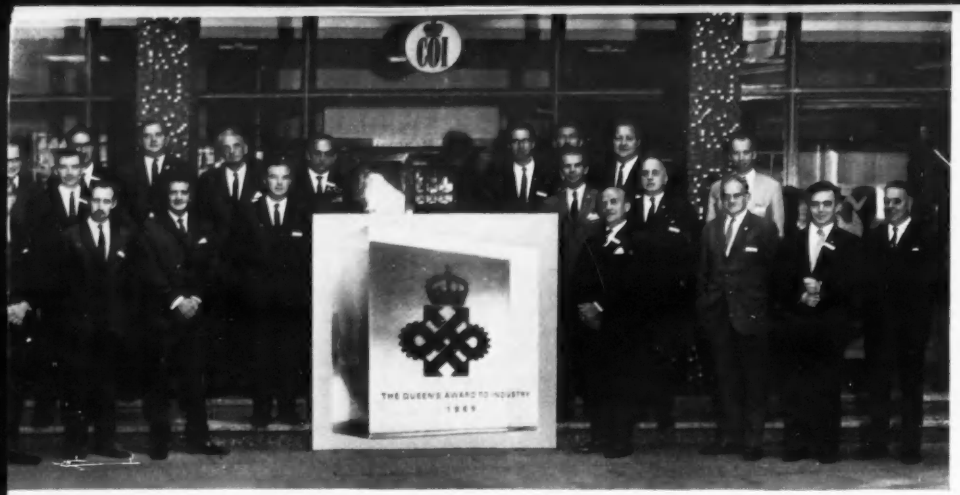
Sir Denning Pearson, chairman of Rolls Royce, receives the company's fourth presentation for export achievement from the Duke of Beaufort, Lord Lieutenant of Gloucestershire. The Bristol Engine Division, Filton, also received the Award for technological innovation.

The Award for technological innovation, is presented to Sir Frank Kearton, chairman of Courtaulds Ltd., by Mr. C. Smith-Ryland, Lord Lieutenant of Warwickshire.

Lord Rhodes, Lord Lieutenant of Lancashire, presents an Award for technological innovation to Mr. D. D. Marshall (right), deputy chairman and managing director of Greengate & Irwell Rubber Co. Ltd., watched by the Mayor of Salford, Alderman V. Hemmingway.

Mr. H. Truscott, a long serving employee of English Clays Lovering Pochin & Co. Ltd. receiving the Award from Sir John Carew, Lord Lieutenant of Cornwall.

Receiving the Award for Quayle Carpets Ltd. from Viscount Cobham, Lord Lieutenant of Worcestershire, are left to right: Mr. S. Quayle, managing director and Mr. J. Bennet, sales director. Also in the picture are Mr. S. Fredberg and Sir Tatton Brinton, MP for Kidderminster.



1

2

3

4

1 A party of representatives of 1969 winners of the Queen's Award, recently visited the Central Office of Information, and were introduced to the work of the COI by the Director-General, Sir Fife Clark, and the Assistant Controller (overseas), Mr. R. A. Fleming. The party included representatives from Thos. Storey (Engineers) Ltd., Miehle-Goss-Dexter Ltd., Enoch Wedgwood (Tunstall) Ltd., Quayle Carpets Ltd., Wickman Ltd., William Cotton Ltd., F. Norton & Son Ltd., Shoe and Allied Trades Research Association, Hickson & Welch Ltd., R. G. Holland and Co. Ltd., Bull Royd Mill Ltd., Manesty Machines Ltd., Lucas Industrial Equipment Ltd., Gilbert Gilkes and Gordon Ltd., J. H. Carruthers & Co. Ltd., Scottish Mechanical Light Industries Ltd., and Fullerton, Hodgart and Barclay Ltd. The photograph shows the party with Mr. Fleming at COI Headquarters.

2 HM The Queen is shown the Moist Heat Setting development which won an Award this year, by the late director Mr. D. Grimwade (centre), during her tour of the Shoe and Allied Trades Research Association laboratories.

3 Presenting the Award to Mr. A. J. Minns, vice-chairman of Watson & Sons (Electro-Medical) Ltd., is Field Marshal Sir Gerald Templer.

4 Surrounded by an enthusiastic crowd of employees at the Beefeater gin distillery Field Marshal Sir Gerald Templer displays the Grant of Appointment and symbol of the Award to Mr. Alan Burrough, chairman of James Burrough Ltd.

5 Mr. R. A. Wenham, managing director of Simplex Ltd. (Bedford) displays the Award presented by Major S. Whitbread, Lord Lieutenant of Bedfordshire (left). Photograph by the Bedfordshire Times.

6 Dr. A. W. Pearce, joint managing director of Esso Petroleum Co. Ltd., receives the Queen's Award for technological innovation in computer control from Lord Ashburton, Lord Lieutenant of Hampshire.

5

6

8

7

9

7 Following the presentation of the Award to May and Baker Ltd., chemical manufacturers, Sir Gerald Templer, Lord Lieutenant of Greater London, is shown a display of award-winning weed-killer products by Mr. A. D. H. Self, director of research and development.

8 At the presentation ceremony of Yarrow (Shipbuilders) Ltd., are left to right: Mr. A. Lowe, longest serving employee, Sir Eric Yarrow, chairman; Mr. D. R. Liddle, Lord Provost of Glasgow; Mr. J. Regan, deputy convener of shop stewards, and Mr. J. Anderson, the best first-year apprentice.

9 Major J. D. Young, JP, Lord Lieutenant of Buckinghamshire, being shown water repellency tests on latex foundation garments during his presentation tour of Lintafoam's factory at High Wycombe, and (10) Major Young presents the Award to Mr. C. I. 'Ike' Taylor, oldest serving employee of Hartridge Ltd. Also in the picture are Mr. E. H. Robinson, managing director, and the Mayor of Buckingham, Mrs. E. Embleton.

10

11 Dr. D. A. W. Adams (right) managing director of Hickson & Welch, receives the Award from Lt.-Colonel F. Lane Fox, Vice-Lord Lieutenant of the West Riding.

12 Sir John Ruggles-Brise (centre), Lord Lieutenant of Essex, presents Lord Caccia, chairman of STC, with the Award. Seated left to right are: Mr. Jayres, managing director, Mr. J. S. Mills, clerk to the Lieutenancy, and Mr. B. D. Mills, manager of STC's Microwave and Line division, Basildon.

12

11

1

2

3

1 Workers at the M.Y. Dart Co. Ltd., Barnet, earned the Queen's Award this year for the company's record boost to exports of over £6 million. Assembling dart boards is Mrs. E. Corroyer, an employee.

2 A line of Matrix Thread Grinding Machines being assembled at the factory of Coventry Gauge and Tool Co. Ltd.

3 An engraver at Holland & Holland Ltd., rifle makers, puts the finishing touches to a gun.

4 The production line at Westerly Marine Construction Ltd., Portsmouth.

5 An increase in export demands resulted in an extension to the factory of Wilson Sporting Goods Co. Ltd., Ayrshire. In the photograph, Mr. W. P. Holmes, president, cuts the first turf, watched by local officials. Photograph Irvine Times.

4

5

6

7

8

6 Checking a Milwaukee-Matic machine centre, prior to export, at one of the Brighton factories of Kearney & Trecker Ltd.

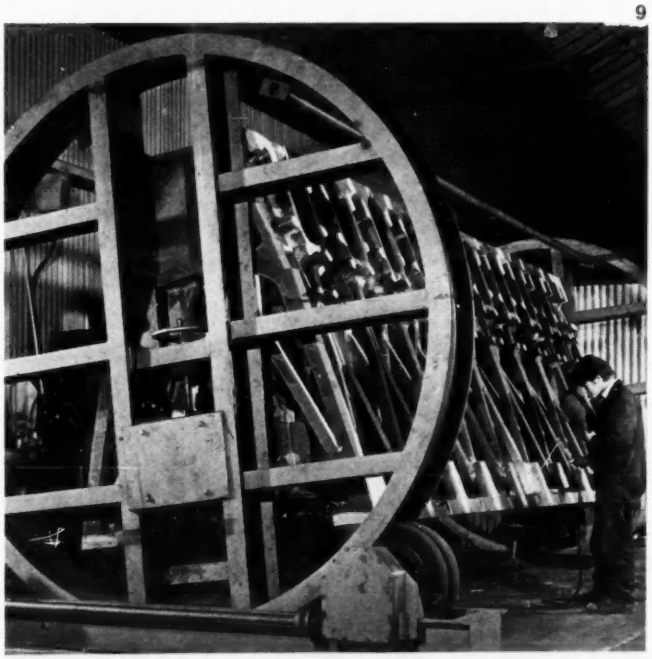
7 An operator at Ferodo tests friction material for disc brakes, the new technical development for which the Queen's Award was received.

8 The staff of Aplin and Barret, Yeovil, a division of Unigate, who have won the Award for technological innovation are seen here with Mr. M. Price (centre), chairman of Unigate International Division.

9 An Award for technical innovation was presented for this giant Ruston AO 'Spaceframe' diesel engine, one of two citations for English Electric Diesels Ltd. this year.

10 One of the product development laboratories of Staflex International Ltd.

9



10

(Continued from page ii)

After the announcement of the Awards on April 21 the recipients are presented with a Grant of Appointment and a presentation copy of the Award emblem by the Lord Lieutenant of the appropriate county as The Queen's personal representative. Presentation ceremonies are normally held at the firm's main factory premises so that all those who have contributed to the Award-winning performance can attend.

Award emblem

Holders of the Queen's Award are entitled to display the Award emblem. This was designed by Abram Games, OBE, ROI, FSIA, to symbolize Royal recognition of export and technological achievement and can be displayed in a variety of ways. The presentation copy is made in stainless steel embedded in a transparent plastic block, but the emblem has been designed so that it may be flown on a flag at the Award-holder's factory, shown on stationery, advertisements, products and packaging, and used on staff lapel badges.

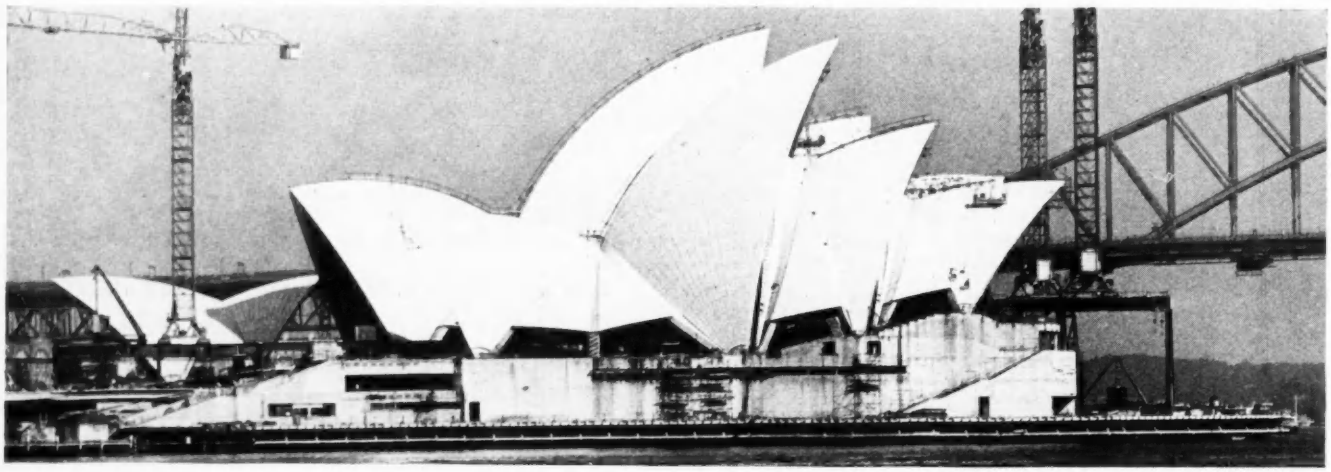
Award holders can display the emblem for five years but can apply for further Awards before the five years have elapsed if they can show further export achievement or different technological innovations. Unsuccessful applicants can apply in future years if they consider that they have improved their export achievement, developed a technological innovation further, or made a new technological innovation.

Award winners

The Award is given in recognition of outstanding achievement and with such high standards the number of Awards given in any one year is limited. In the first four years of the scheme there have been 384 Awards (115 in 1966, 85 in 1967 and in 1968, and 99 in 1969). Of these 384, 263 have been for export achievement, 80 for technological innovation and 41 for achievement in both fields. Figures for the 1969 Award were export achievement: 69; technological innovation: 24; and both fields: 6.

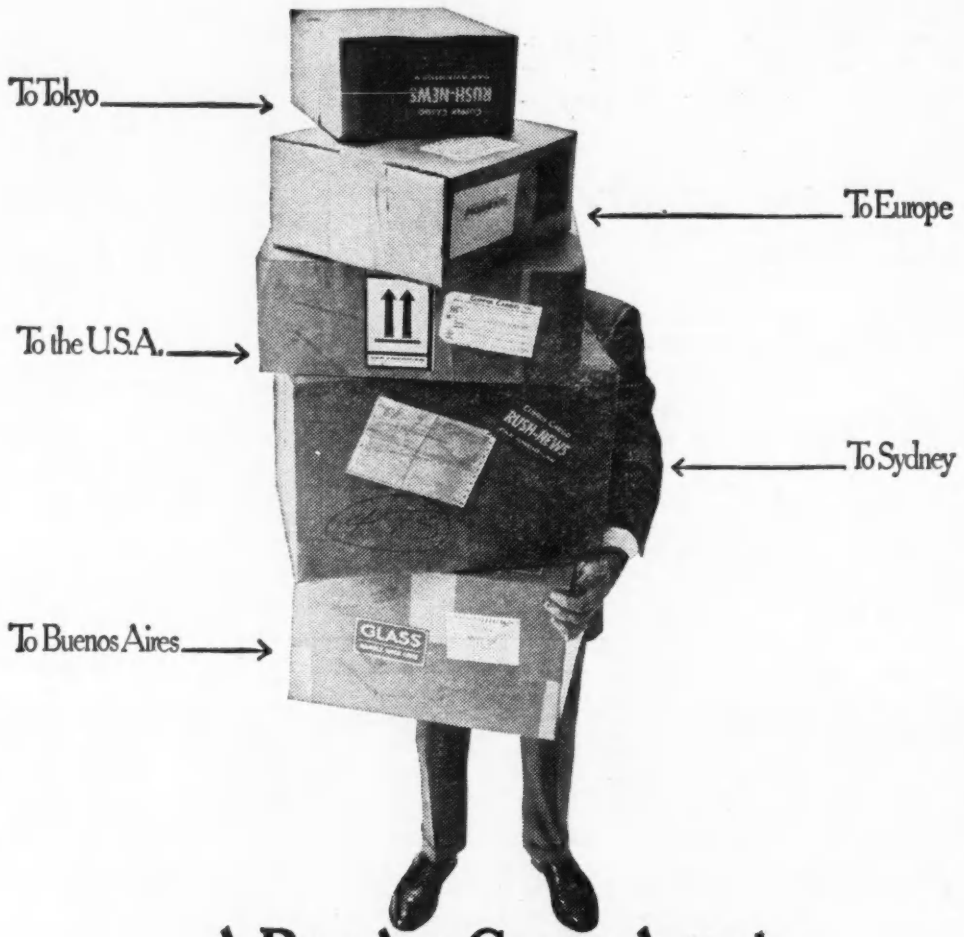
The Award winners each year have represented a wide range of British industry with firms varying in size from those with less than 25 employees to those with many thousands and with products as diverse as machine tools, guided missiles, green slate and paint. There were successful firms in Scotland, Wales and Northern Ireland as well as all the English regions.

Application forms for the 1970 Award can be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000). The closing date for the receipt of completed application forms and statements of case is October 31, 1969.



Prestressed concrete roofing structure for the Sydney Opera House Australia, won Ove Arup and Partners, consulting engineers, an Award for technical innovation.

The futuristic plant of Scragg crimping machines in operation at Qualitex Yarns Ltd., who received an Award for export achievement.



A Pan Am Cargo Agent can take a load off your hands.

If you do business in a lot of different places you really ought to get acquainted with a Pan Am Cargo Agent.

He can handle *all* your overseas shipments. Those going to the world's major markets, of course. But also those orders destined for some of the more exotic—and remote—places on the map. (Pan Am flies to 119 cities in 81 lands on 6 continents.) Just leave everything to him.

And "everything" also means the pesky details. Door-to-door pickup and delivery. Insurance. Customs clearance. And a pile of paperwork.

Your Pan Am Cargo Agent is not a miracle worker. Just a hard worker with a lot to offer every shipper who makes him a part of his exporting team.

We'll be glad to arrange an introduction.

Pan Am Clipper Cargo, Pan American Cargo Terminal, Southern Perimeter Road, London Heathrow Airport, Hounslow, Middlesex. Tel: 01-759 0094.

Birmingham: 021-236 8731 Glasgow: 041-221 6060
Manchester: 061-832 3844 Prestwick: 79822 (Extn. 3063)

Pan Am is a good idea.

PAN AM

World's largest air cargo carrier.

Changes in the Programme of Trade Promotions and in the classified list of Trade Fairs and Exhibitions throughout the world (published on August 13, 1969)

The next full supplement will be published on November 5.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-248 5757, except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01- 248 5757, Ext. 7200).

(b) SPECIALIZED

ADDITION – 1969

Toronto: CANADIAN EDUCATIONAL SHOWPLACE – December 4-6, 1969
Probable joint venture with the London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

DELETE – 1970

Seattle: HEALTH, RECREATION AND PHYSICAL EDUCATION SHOW – March 13-22, 1970

Cologne: INTERNATIONAL AGRICULTURAL SHOW – May 24-31, 1970

AMENDMENTS – 1970

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – January 20-25, 1970
The dates should be amended to read February 15-18, 1970.

His Excellency J. D. Mobuto (left), President of the Democratic Republic of the Congo, visits the Gestetner stand at the International Fair at Kinshasa, the first trade exhibition to be held in the country. His hosts are sales manager H. Moeremans (centre) and supervisor Pierre Yenga (right) of Gestetner SCARL.

CONTAINERISATION

A developing world of big ideas.

The developers will all be there:
Containers, equipment and handling techniques designed to cut labour costs, save time, and boost profits for exporters everywhere.

INTERNATIONAL FREIGHT CONTAINER & CONTAINER HANDLING EXHIBITION

EARLS COURT LONDON 22-26 SEPTEMBER 1969

Organized by the Freight Container Industry through the S.M.M. & T. and Iliffe Exhibitions Ltd., and sponsored by IPC Business Press Journals in this field.

MAIL THIS NOW FOR FURTHER INFORMATION AND SEASON TICKET

To: The Organizers,
International Freight Container & Container Handling Exhibition,
Dorset House, Stamford Street, London SE1

Name—*please print*_____

Company_____

Address_____

Toronto: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 13-22, 1970
This entry should be amended to read:
Probable joint venture with the National Caravan Council.

Stuttgart: WORLD HAIRDRESSERS' CHAMPIONSHIPS AND EXHIBITION – September 12-16, 1970
The dates should be amended to read: September 13-15, 1970.

ADDITIONS – 1970

Anaheim: MOTOR CYCLE AND ACCESSORY TRADE SHOW – January 25-27, 1970
Probable joint venture with the Cycle and Motor Cycle Association.
(Miss G. Adams, Ext. 7204)

Chicago: NATIONAL SPORTING GOODS ASSOCIATION – February 1-5, 1970
Joint venture with the (i) Federation of British Manufacturers of Sports and Games; (ii) Camping Trades Association.
(P. J. Dring, Ext. 7097)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 15-18, 1970
Joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 318)

Toronto: DISPLAY OF BRITISH WOMENSWEAR – March 16-19, 1970
Probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

Cleveland: AMERICAN WELDING SOCIETY SHOW – March 21-23, 1970
Possible joint venture with the British Welding and Research Association.
(P. J. Dring, Ext. 7097)

Montreal: DISPLAY OF BRITISH WOMENSWEAR – March 21-25, 1970
Probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 7204)

New York: DISPLAY OF BRITISH WOMENSWEAR – March 30-April 10, 1970
Probable joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss J. M. Coker, Ext. 318)

(c) BRITISH WEEKS AND STORE PROMOTIONS

AMENDMENTS – 1969

Indianapolis: PAUL HARRIS STORES INC. – September 4-October 8, 1969
The dates should be amended to read: September 8-October 20, 1969

ADDITIONS – 1970

Aarhus and Aalborg, Denmark: SALLINGS DEPARTMENT STORE – February 16-28, 1970
Preliminary notice is given of a proposed British promotion at Aarhus and Aalborg from February 16-28, 1970. Further particulars will be announced as they become known.
(R. J. Ager, Ext. 7205)

(*Continued on next page*)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £5.

GREAT BRITAIN
Sell's Automation-Electronics Nuclear Engineering. 1969. £2 5s. 0d.
Sell's British Aviation 1969. £2 5s. 0d.
Sell's British Exporters Register 1969. £3 10s. 0d.
Sell's Building and Civil Engineering Trades List 1969. £3 10s. 0d.
Sell's Directory of Registered Telegraphic Addresses, Telephone Numbers and Classified Trades. 1969. £4. 17s. 6d.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

BUSINESSMEN WARMLY INVITED TO
ASIA 69

2nd ASIAN INTERNATIONAL TRADE FAIR

ORGANIZED BY THE GOVERNMENT OF IRAN
SUPPORTED BY THE UNITED NATIONS

- Examine the newest products of 3000 companies from 40 countries of Asia, Australia, Europe and North America.
- Take part in practical conferences on marketing, industrial development and petrochemicals,
- Meet leaders of trade and industry from 50 industrial and developing countries.
- Enjoy Tehran's excellent climate and hotels.
- Full information and business visitors' cards from Asian International Trade Fair, P.O. Box 22, Tajrish, Tehran - Iran.

TEHRAN-IRAN
5-24 OCT. 1969

A WARM WELCOME AND GOOD ACCOMMODATION ASSURED.

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:–

Eastern Europe, including Eastern Germany	7213
Cologne, Dortmund, Dusseldorf, Offenbach, Weisbaden	225
Other towns in West Germany	7180
Austria, Greece, Italy, Portugal	7011
France (Paris only) and Sweden	7205
Other town in France, Belgium, Luxenbourg, Finland, Norway, Denmark	7207
Cyprus, Malta, Netherlands, Switzerland, Spain, Irish Republic	7011
United States, Canada	7094
United Kingdom	7109
The rest of the world	7099

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1969

PARIS: INTERNATIONAL LAUNDRY, DRY-CLEANING AND MAINTENANCE EXHIBITION (INTERCLEAN) – November 24-27.

Amendment – 1970

MUNICH: INTERNATIONAL LIGHT INDUSTRIES AND HANDIRFATS FAIR – April 11-19
The dates should be amended to read March 14-22.

STUTTGART: WORLD HAIRDRESSERS CHAMPIONSHIPS AND EXHIBITION – September 12-16
Dates should be amended to read September 13-15.

Addition – 1970

DÜSSELDORF: INTERNATIONAL HI-FI EXHIBITION – August 28-September 3
Apply, John Buck (Trade Fair Agencies (Ltd.), 44 Newman Street, London, W.1 (Tel. 01-636 9325).

HAMBURG: HOSPITAL EQUIPMENT EXHIBITION (FAB) – June 9-12
Apply, Planten un Blomen, 2 Hamburg 36, am Dammtor.

Addition – 1971

FRANKFURT: TRADE FAIR FOR HOME FURNISHING TEXTILES – January 13-17
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Additions – 1969

OSAKA: JAPAN ELECTRONICS SHOW – October 1-7
Apply, Electronic Industries Association of Japan, Tosho Building, 3-14 Marunochi Chijoda-Thu, Tokyo.

BUENOS AIRES: PLASTICS EXHIBITION ARGENPLAS '69 – October 3-19 and October 24-November 16
Apply, Senor Nestor H. Itoiz, Secretario Camara, Argentine de la Industria Plastica, Sarmiento 2494, Buenos Aires.

Amendments – 1970

SYDNEY: INTERNATIONAL TOY FAIR – March 16-20
The dates should be amended to read March 15-19.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders held and advice on exports, starting a new factory and similar problems. *(Adresses on page 660 of this issue.)*

Thank you

Thomson Television (International) Limited, television consultants to His Highness the Ruler of Abu Dhabi, wish to thank the manufacturers and suppliers whose co-operation made possible the successful inauguration of Abu Dhabi Television within four months from the date of Thomson Television (International)'s appointment as consultants.

THOMSON TELEVISION (INTERNATIONAL) LIMITED
Thomson House, 200 Gray's Inn Road, London, W.C.1.
Cables: Thomsonews London Tel: 01-837 1234
A member of the Thomson Organisation

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and East Germany

THE *Board of Trade Journal* of January 24, 1969, reported that the Confederation of British Industry and the East German Chamber of Foreign Trade had discussed trade arrangements for 1969 and had agreed to recommend to their authorities that facilities should in the first instance be arranged for the first six months of 1969 at the rate agreed for the year 1968, and that the extent of the facilities to be made available for the year 1969 as a whole should be a matter for further negotiation.

It has now been agreed between the two parties, with the approval of their respective authorities, that for the year ending December 31, 1969, East German quotas should be revised as indicated in the list shown below. It will be seen that although some quotas have been increased, others have been cancelled or decreased to a corresponding extent, so that the total value of the quotas for 1969 remains at the same level as for 1968.

The value of any licences already issued for 1969 will be offset against the revised quotas.

Facilities for the export of United Kingdom goods to East Germany in 1969 remain as they were for the year ending December 31, 1968 (see page 336 of the *Board of Trade Journal* of February 2, 1968).

List B. United Kingdom imports, January 1, 1969-December 31, 1969

SECTION I

Quota No.	Description	Value £'000 c.i.f.
1	Hosiery and knitting machines (including domestic types), other textile machines including knitting needles, accessories and spares, steaming dummies, machinery for the leather and shoe industry (of which not more than £100,000 for machines for fabric production)	300
2	Sewing machines (domestic and industrial) and parts	25
3	Miscellaneous machinery not elsewhere specified of which not more than £150,000 for agricultural machinery with or without power drive (and including machine tools of which not more than £350,000 for any one type of metal working machine tool) subject to type	1,980
4	Typewriters, calculating machines (including key set calculators), accounting and invoicing machines and bookkeeping machines (of which not more than £160,000 for typewriters)	525
5	Photographic and cinematographic apparatus, cameras and equipment, including lenses. Optical instruments, including lenses and optical elements, refracting telescopes, astronomical instruments, microscopes, optical appliances and instruments, optical surveying instruments. Industrial process measuring and control and scientific instruments. Gauges and measuring instruments of precision, of the types used in engineering machine shops and viewing rooms, including precision drawing, marking-out and mathematical calculating instruments	1,100
6	Clocks and watches, including electric wrist watches (of which not more than £10,000 for mechanical clocks)	30
7	Hand tools and engineers' small tools, tool boxes, abrasive materials	70
8	Aluminium and other metal hollow-ware (of which not more than (£2,000 for enamel and stainless steel hollow-ware), cutlery and metal household articles	40
9	Oil stoves, including spirit and paraffin cookers (subject to type)	5
10	Bicycle parts and accessories and accessories for motor vehicles	15
11	Tyres and tubes	15
12	Motor vehicles and parts	450
13	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor; with or without side-cars; side-cars of all kinds; and parts and accessories thereof	50
14	Wireless sets and parts (other than valves), radiograms and tape recorders (of which not more than £16,000 for transistorized wireless sets)	90
15	Wireless valves not exceeding 50 watts anode dissipation	55
16	Transmitting and special valves exceeding 50 watts anode dissipation	10
17	Component parts for telecommunication engineering other than valves and semi-conductors	20
18	Domestic electrical and heating apparatus (including washing machines), electric light fittings (excluding lamp bulbs and tubes) (of which not more than £20,000 for electric light fittings)	40
19	Leather goods and similar goods made of synthetic or other artificial materials and travel goods, including rucksacks and evening bags	140
20	Sports and camping goods not elsewhere specified (of which not more than £7,500 for tents and sleeping bags made wholly or mainly of cotton and not more than £7,500 for fishing tackle)	75
21	Sports boats, including outboard motors	75
22	Sporting guns (including spare parts)	30
23	Educational appliances (subject to type)	25
24	Table decorations	15
25	Artificial flowers, foliage or fruit (of which not more than £35,000 for items of textile materials)	55
26	Soap, candles and cosmetics	10
27	Domestic woodware, including hand-carved woodware and furniture	350
28	Brooms and brushes	70
29	Toys (including musical toys, dolls' prams and children's scooters) and games	200
30	Christmas tree decorations	35
31	Musical instruments, parts and accessories (of which not more than £15,000 for pianos and harmoniums)	300
32	Prams	25
33	Plastic household articles	25
34	Fancy goods and imitation jewellery (not elsewhere specified)	25
35	Cancelled	—
36	Table and fancy pottery (of which not more than £80,000 for ornamental ware)	180
37	Meissen porcelain	20
38	Household glass, other than Christmas tree decorations (of which not more than £30,000 for glassware decorated by gold enamelling, cutting, etching, engraving or intaglio)	80
39	Illuminating glassware and glass for industrial purposes	35
40	Barometers and thermometers (excluding clinical thermometers)	5
41	Apparel not elsewhere specified, excluding footwear, hats and headgear but including made-up furs, tracksuits and underwear (of which not more than £35,000 for apparel, wholly or mainly of cotton and not more than £70,000 for stocking tights)	120
42	Stockings and socks	5
43	Gloves	10
44	Footwear (other than of rubber)	25
45	Blankets and travel rugs (of which not more than £10,000 for those made of cotton and/or man-made fibres)	30
46	Piece-goods of wool or of wool and man-made fibres of which Piece-goods wholly of wool or in which wool predominates by weight 150 Piece-goods in which man-made fibres predominate by weight 20	170
47	Linen goods (excluding towels and towelling)	5
48	Lace	10
49	Trimmings other than lace	20
50	Carpets (of which not more than £30,000 for carpets of materials other than wool or animal hair)	220
51	Paper and board and manufactures thereof (other than paper stationery)	30
52	Stationery including calendars, beer mats, stamped and embossed articles, carnival articles, pencils (of which not more than £20,000 for playing cards)	35
53	Books and periodicals, stamp albums and art prints	230
54	Cancelled.	—
55	Films unexposed, photographic paper and X-ray films	110
56	Chemicals including pharmaceutical chemicals and plastic materials (subject to type)	840
57	Kainit	160
58	Paraffin wax	240
59	Grass seed, all sorts, subject to quality control	40
60	Various foodstuffs, including biscuits, sweets, alcoholic liquors, spirits and beers, mustard, soups, preserved fruits and vegetables (subject to type)	10
61	Miscellaneous (subject to type)	245
		9,150

SECTION II

The following figures represent targets which may or may not be reached or surpassed, but imply no binding obligations on either side:

Muriate of potash	£3·6 million
Various goods included in the United Kingdom O.G.L. List	£5·5 million

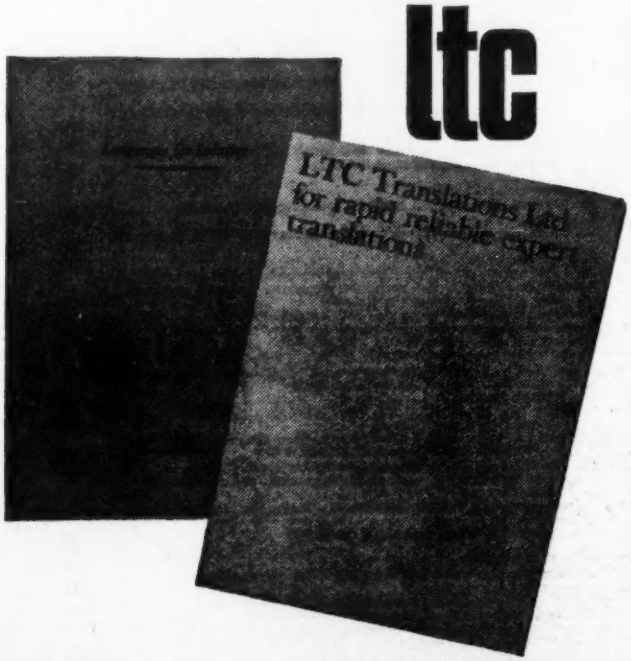
INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext*, 3038) *who compile the half-yearly index to the* JOURNAL.

Translations

a new approach

The growing need for international communication between businessmen, engineers and scientists has led to fresh attitudes and new methods.
LTC Translations leads this trend. The new approach is described fully in our brochure 'Languages for Industry'. Please ask for a free copy.



LTC Translations Ltd

193 REGENT STREET LONDON W1
Telephone: 01-734-3408 Telex: 266181
A member of the Linguaphone Group of Companies

Please
☐ TELEPHONE
☐ WRITE
☐ SEND YOUR BROCHURE

To_____

Address_____

_____

LTC TRANSLATIONS LTD, 193 REGENT STREET, LONDON W1
BTJ

Leading German lottery organizations have chosen the DR 100/2 system designed by Data Recognition Ltd. to read continental lottery coupons, sort them into losers and various categories of winners, and then provide a printed record of the process for the lottery organizers and their agents. The system was designed and built in conjunction with Lynchford Products Limited of Farnham in Surrey, and uses Potter printing equipment.

Republic of Burundi and the United Arab Republic

THE *Bulletin Officiel* of Burundi for November 1968 published approval of the trade agreement between Burundi and the United Arab Republic signed at Bujumbura on March 9, 1967. The treaty is valid for one year, renewable from year to year by tacit agreement. Each nation will grant the other most-favoured-nation treatment, which will have no reference, however, to:

(a) the advantages and facilities accorded at present or in the future by the United Arab Republic to member-states of the Arab League;
(b) the advantages and facilities resulting from Burundi's membership, present or future, of a Customs Union.

The other clauses of the agreement contain no unusual provisions, and two lists of products to be exchanged are published:

Among the products to be exported from the United Arab Republic to Burundi are the following:

Cotton and cotton products; fibres; artificial silk; wool and wool products; phosphates, manganese, talc, gypsum, granite, cement and articles in cement; fruits and vegetables, including onions and garlic; rice and rice derivatives; and miscellaneous manufactured articles of a wide variety.

Articles to be exported by Burudi are mainly natural products, and include:

Coffee, tea, cotton, cottonseed oil and cattle-cake, cinchona bark, pyrethrum flowers, bananas, sorghum, maize, manioc flour, tobacco, rice, groundnuts, hides, fish, plastic footwear, soap, soap powder, detergents and basketware.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Hints to businessmen visiting Uruguay

A REVISED EDITION of the booklet on Uruguay has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old, Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Shipping to the Mid-Continental United States costs less via Baltimore

Shorter overland distances save money for container shippers.

The Port of Baltimore – because of its geographic location from 50 to as much as 200 miles closer to the Mid-Continental United States than other North Atlantic ports – enables container shippers and receivers to save money and time by using railroad piggyback service in the transportation of export and import freight.

Here are some examples of Plan II½ piggyback charges and savings between railroad yards at origin and destination within the U.S.A. for 2-trailer shipments. Savings can also be achieved for 1-container shipments.

For information, rates and savings for shipments between other cities as well as other types of service at the Port of Baltimore, contact one of the Maryland Port Authority regional managers listed below.

BETWEEN		CHARGES (2 trailers, 73,500 lbs.)	SAVING
Baltimore New York Norfolk	Chicago	$553.00 $620.00 $629.00	Save up to $76 via Baltimore
Baltimore New York Norfolk	Cincinnati	$433.00 $518.00 $465.00	Save up to $85 via Baltimore
Baltimore New York Norfolk	Cleveland	$384.00 $433.00 $463.00	Save up to $79 via Baltimore
Baltimore New York Norfolk	Detroit	$442.00 $459.00 $563.00	Save up to $121 via Baltimore
Baltimore New York Norfolk	Pittsburgh	$282.00 $348.00 $422.00	Save up to $140 via Baltimore
Baltimore New York Norfolk	St. Louis	$612.00 $707.00 $661.00	Save up to $95 via Baltimore

London, EC2, England Austin G. Tofield, Mgr.
Kenneth L. Newton, Asst. Mgr.
Moor House, 119 London Wall.
Phone: 01-638 8330
Cable address: BALTPORT LONDON EC2
Brussels, Belgium David K. Tosic, Mgr.
Shell Building, 60 Rue Ravenstein;
Phone: 13.01.49
Cable address: MARPORT BRUSSELS

PORT OF BALTIMORE

Maryland Port Authority, Pier 2, Pratt Street, Baltimore, Maryland 21202
Charles I. Hughes, Director of Trade Development

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 167/69

PORTS AUTHORITY OF ORAN-ARZEW:
*25s. (In French.) **Port Salvage Works.** Closing date not stated. E.S.B. 36250/69/J.

ANGOLA

Bulletin 167/69

PORTS, RAILWAYS AND HARBOURS AUTHORITY:
*31s. (In Portuguese.) **Railway Line Equipment.** October 16. E.S.B. 36197/69/J.
*44s. **Railway Line Equipment.** October 2. E.S.B. 36195/69/J.
*50s. **Railway Line Equipment.** October 9. E.S.B. 36193/69/J.

ARGENTINA

Bulletin 163/69

AFNE:
*19s. (In Spanish.) **Steel Plates, Flats and Angles.** September 18. E.S.B. 35639/69/J.

AUSTRALIA

Bulletin 163/69

DISTRICT CONTRACT BOARD:
*16s. **Steel Billet Heater.** October 1. E.S.B. 35390/69/J.
*11s. **Resin Curing Oven.** September 16. E.S.B. 35392/69/J.
TOWNSVILLE CITY COUNCIL:
*19s. **Automatic Data Processing Equipment.** September 26. E.S.B. 35042/69/J.
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*36s. **Protective Intertripping Equipment.** September 24. E.S.B. 35473/69/J.
MELBOURNE HARBOUR TRUST COMMISSIONERS:
Rubber Dock Fenders. September 28. E.S.B. 35459/69/J.
IMMANUEL COLLEGE:
Erection of a Chapel. Closing date not stated. E.S.B. 35460/69/J.

Bulletin 164/69

SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
*46s. **Switchgear.** September 23. E.S.B. 35464/69/J.
QUEENSLAND RAILWAYS:
Railway Project. September 15. E.S.B. 35671/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
*Cables. September 29. E.S.B. 35415/69/J.
RENMARK IRRIGATION TRUST:
*60s. **Pumping Plant Equipment.** October 13. E.S.B. 35476/69/J.

Bulletin 165/69

MELBOURNE AND METROPOLITAN BOARD OF WORKS:
Sewerage Purification Plant. (Further Information.) E.S.B. 32156/69/J.
DEPARTMENT OF MAIN ROADS OF NEW SOUTH WALES:
*93s. **Construction of Bridge Foundations.** September 23. E.S.B. 35475/69/J.

Bulletin 166/69

WIDE BAY – BURNETT ELECTRICITY BOARD:
*45s. **Telemetering and Remote Control Equipment.** September 24. E.S.B. 36171/69/J.

Bulletin 167/69

STATE HOUSING COMMISSION OF WESTERN AUSTRALIA:
*Houses. (Further Information.) E.S.B. 35087/69/J.

BELGIUM

Bulletin 164/69

L'INSTITUT NATIONAL DE RECHERCHES VETERINAIRES:
Glass Vaccine Phials. September 15. E.S.B. 35695/69/J.

Bulletin 166/69

NORTH ATLANTIC TREATY ORGANIZATION:
*Office Furniture, Bar Furniture. September 26. E.S.B. 36190/69/J.

BOLIVIA

Bulletin 163/69

EMPRESA NACIONAL DE ELECTRICIDAD:
*Transformers; Switchboard; Substation and Equipment. (Further Information.) E.S.B. 26963/69/J.

BRAZIL

Bulletin 163/69

CAIXA ECONOMICA:
Steel Doors. Closing date now stated as September 15. (Further Information.) E.S.B. 18216/69/J.

Bulletin 166/69

CENTRAIS ELETRICAS DE MINAS GERAIS, S.A.:
*3s. **Hydro Electric Power Equipment.** Closing dates October 1, December 1. E.S.B. 36191/69/J.

Bulletin 167/69

CENTRAL ELETRICA DE FURNAS:
Hydraulic Turbines. November 30. (Pre-qualification.) E.S.B. 36219/69/J.

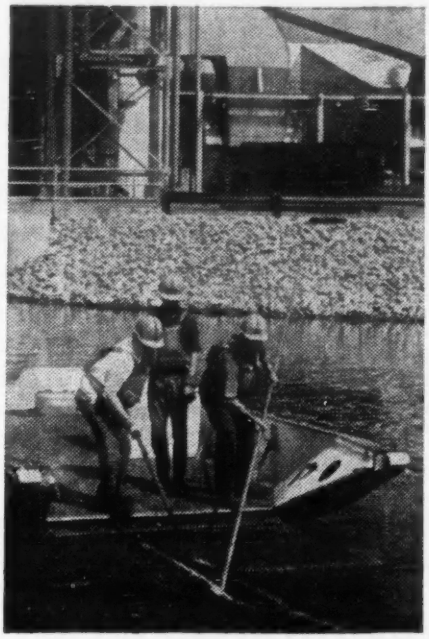
BRUNEI

Bulletin 163/69

GOVERNMENT OF BRUNEI:
Water Supply and Pumping Scheme. September 16. E.S.B. 35305/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as* 500 *calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only* £10 10s.

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*



One of Rotork Marine's sea trucks being used for screen and filter cleaning on the cooling water intake channel of a hydro-electric plant in Toronto, Canada. The flat-bottomed craft, operating on the air-lubricated hull principle, can carry a payload of men or materials of two tons at speeds up to 20 knots in quite shallow waters, or heavier loads at lower speeds. Among other countries to which the sea truck has been sold are Belgium, Denmark, Malaysia, East Africa, the Bahamas, the Arabian State of the Gulf and the West Indies.

BURMA

Bulletin 163/69

MYANMA EXPORT IMPORT CORPORATION:
*4s. **Tyres and Tubes.** September 30. E.S.B. 35304/69/J.

Bulletin 164/69

*3s. **Spanners.** September 15. E.S.B. 35906/69/J.
*3s. **Hammers.** September 17. E.S.B. 35909/69/J.
*3s. **Cramps.** September 17. E.S.B. 35910/69/J.

Bulletin 165/69

*3s. **Spanners.** September 15. E.S.B. 35912/69/J.
*4s. **Machinery Spare Parts.** September 20. E.S.B. 35985/69/J.
*4s. **Heat Exchanger and Cooler Spare Parts.** September 20. E.S.B. 35954/69/J.
*3s. **Drum Plant Spare Parts.** September 20. E.S.B. 35955/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Hoses.** September 20. E.S.B. 35956/69/J.
*3s. **Copper Lead Wire.** September 20. E.S.B. 35957/69/J.
*3s. **Steel Spring Wire.** September 20. E.S.B. 35958/69/J.
MUNICIPAL CORPORATION:
*2s. **Sulphate of Alumina.** October 1. E.S.B. 35948/69/J.
INDUSTRIAL DEVELOPMENT CORPORATION:
*10s. **Steel Bars, Billets and Wire.** October 14. E.S.B. 35949/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*3s. **Steel Hollow Section.** October 22. E.S.B. 35950/69/J.
MINISTRY OF DEFENCE:
*2s. **Sanitaryware and Fittings.** October 3. E.S.B. 35952/69/J.
*5s. **Electrical Equipment.** November 5. E.S.B. 35953/69/J.
*3s. **Mercury.** September 20. E.S.B. 36110/69/J.
*13s. **Polyester Cotton and Nylon Yarns.** September 30. E.S.B. 35669/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*1s. **Typewriters; Duplicating Machines.** September 15. E.S.B. 36109/69/J.
MINISTRY OF DEFENCE:
*3s. **Water Bottles; Pouches Basic.** November 31. E.S.B. 35951/69/J.

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Bulletin 167/69
MYANMA EXPORT IMPORT CORPORATION:
*3s. Paper; Board. September 18. E.S.B. 36232/69/J.
*3s. Refrigerant Gas. September 17. E.S.B. 36207/69/J.
*2s. Gelatine. September 15. E.S.B. 36208/69/J.
*3s. Bib Cocks. September 15. E.S.B. 36210/69/J.
*3s. GI Wire. September 18. E.S.B. 36233/69/J.
*3s. Gate Valves. September 15. E.S.B. 36211/69/J.
*5s. Emery Cloth. September 15. E.S.B. 36213/69/J.
*3s. Valve Grinding Compound Grease. September 15. E.S.B. 36214/69/J.
MINISTRY OF DEFENCE:
*2s. Cables and Fittings. October 7. E.S.B. 36228/69/J.
BOARD OF MANAGEMENT FOR THE PORT OF RANGOON:
*2s. Mild Steel Angles. September 29. E.S.B. 36229/69/J.
TEXTILE MILLS PROCUREMENT COMMITTEE:
*8s. Loom Accessories. September 16. E.S.B. 36231/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Insulation Tester. September 22. E.S.B. 36230/69/J.
MYANMA EXPORT IMPORT CORPORATION:
*5s. Dynamo Brush Sets. September 15. E.S.B. 36227/69/J.
*3s. Cork Sheet. September 15. E.S.B. 36226/69/J.

CEYLON

Bulletin 164/69
CEYLON OIL AND FATS CORPORATION:
*7s. Fish Meals, Meat Meal. September 9. E.S.B. 35427/69/J.
Bulletin 168/69
DEPARTMENT OF HEALTH:
*7s. Sterilizers. (Further Information.) E.S.B. 33324/69/J.

CHILE

Bulletin 166/69
FERRO CARRILES DEL ESTADO:
Permanent Way Equipment. Closing date postponed to October 28. (Further Information.) E.S.B. 34790/69/J.

CANADA

Bulletin 166/69
MANITOBA HYDRO:
Circuit Breakers. September 17. E.S.B. 36180/69/J.

COLOMBIA

Bulletin 163/69
DEPARTAMENTO DE TRANSITO Y TRANSPORTES:
*21s. (In Spanish.) Traffic Light System Scheme. September 30. E.S.B. 35307/69/J.
Bulletin 164/69
FUNDACION HOSPITALAIRA SAN VICENTE DE PAUL DE MEDELLIN:
*1s. Cobalt 60 Therapy Unit. September 15. E.S.B. 35628/69/J.
Bulletin 165/69
INSTITUTO NACIONAL DE RADIO Y TELEVISION:
TV Studio Equipment and Components. October 14. E.S.B. 35944/69/J.
TV Studio Equipment and Components. October 15. E.S.B. 35945/69/J.
Television Transmitter. October 16. E.S.B. 35946/69/J.
Bulletin 166/69
EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:
Meters, Electricity. October 20. E.S.B. 36177/69/J.
CENTRAL HIDROELECTRICA DE CALDAS S.A. (CHEC):
Generator. October 30. E.S.B. 36176/69/J.
EMPRESAS PUBLICAS DE MEDELLIN:
Powerhouse Monorail Equipment. September 15. E.S.B. 36178/69/J.
INSTITUTO DE FOMENTO INDUSTRIAL:
Mining Equipment, Crushing and Grinding Plant, Earth Moving Machinery and Equipment. November 15. E.S.B. 36234/69/J.

COSTA RICA

Bulletin 164/69
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*1s. (In Spanish.) Cable. September 26. E.S.B. 35429/69/J.
*1s. (In Spanish.) Soldering Materials. October 8. E.S.B. 35630/69/J.
*1s. (In Spanish.) Corrugated Steel Sheets. October 15. 35633/69/J.
*2s. (In Spanish.) Tractor. October 9. E.S.B. 35431/69/J.
*1s. (In Spanish.) Rubber Clothing. October 4. E.S.B. 35430/69/J.
*1s. (In Spanish.) Rock Drills. October 16. E.S.B. 35632/69/J.
*2s. (In Spanish.) Motor Grader. October 11. E.S.B. 35659/69/J.
*1s. (In Spanish.) Welding Sets. October 10. E.S.B. 35660/69/J.

ETHIOPIA

Bulletin 167/69
IMPERIAL ETHIOPIAN TOBACCO MONOPOLY:
*9s. Tobacco Treatment Plants. September 15. E.S.B. 35651/69/J.

GHANA

Bulletin 163/69
GHANA SUPPLY COMMISSION:
*Construction of Water Treatment Plant. October 11. E.S.B. 35094/69/J.
Bulletin 166/69
Transformers. September 20. E.S.B. 36125/69/J.

GREECE

Bulletin 163/69
MINISTRY OF TRADE:
*Bearings. Closing date postponed to October 6. (Further Information.) E.S.B. 30216/69/J.
Bulletin 164/69
PUBLIC POWER CORPORATION:
Measuring Instruments. September 23. E.S.B. 35432/69/J.
MINISTRY OF TRADE:
*4s. Road Research Laboratory Apparatus. September 26. E.S.B. 35613/69/J.
*5s. Cranes. September 22. E.S.B. 35615/69/J.
*6s. Teleprinters. September 29. E.S.B. 35618/69/J.
*5s. Blood Transfusion Sets. September 19. E.S.B. 35616/69/J.
*4s. Laboratory Supplies. September 22. E.S.B. 35614/69/J.
Bulletin 166/69
*4s. Photographic Materials. September 15. E.S.B. 36152/69/J.
*4s. Laboratory Materials. September 24. E.S.B. 36153/69/J.
*3s. Laboratory Apparatus and Materials. September 24. E.S.B. 36154/69/J.
*7s. Duplicating Machines. September 17. E.S.B. 36151/69/J.
MINISTRY OF NATIONAL DEFENCE:
*6s. Cathodic Protection System. September 20. E.S.B. 36172/69/J.
GREECE STATE RAILWAYS:
*12s. Mobile Cranes. September 16. E.S.B. 36158/69/J.
*10s. Iron. September 19. E.S.B. 36161/69/J.
PUBLIC POWER CORPORATION:
Lagging Pipes. September 24. E.S.B. 36166/69/J.
Switchboards. October 20. E.S.B. 36168/69/J.
Switchboards. October 10. E.S.B. 36167/69/J.
MINISTRY OF TRADE:
*8s. Laboratory Equipment. September 24. E.S.B. 36156/69/J.
*5s. Laboratory Equipment. September 22. E.S.B. 36155/69/J.
*9s. Sharpening Machines, Air Compressors, Fork Lifts, Continuous Speed Unit. September 15. E.S.B. 36163/69/J.
Bulletin 167/69
MINISTRY OF NATIONAL DEFENCE:
*7s. UHF Radio Receivers. September 15. E.S.B. 36157/69/J.

INDIA

Bulletin 163/69
RAILWAYS BOARD:
*26s. Train Wheels. (Further Information.) E.S.B. 34268/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*26s. Steel Plates. (Further Information.) E.S.B. 33231/69/J.
*46s. Butterfly Valves. (Further Information.) E.S.B. 34008/69/J.
*Diesel Generator Unit. October 27. E.S.B. 35393/69/J.
*5s. Microdensitometer. September 26. E.S.B. 35395/69/J.
*5s. Microwave Power Generator. September 26. E.S.B. 35396/69/J.
*5s. Photometer. September 29. E.S.B. 35397/69/J.
*5s. Digit Parallel Printer. September 29. E.S.B. 35398/69/J.
*5s. Alpha Scintillation Probe with Photomultiplier. October 3. E.S.B. 35399/69/J.
*5s. Spectrometer. October 3. E.S.B. 35400/69/J.
*5s. Radiation Survey Meters. October 6. E.S.B. 35401/69/J.
*5s. Carbon Monoxide Monitoring Instrument. October 6. E.S.B. 35402/69/J.
*5s. Interferometers and Driving Unit. October 7. E.S.B. 35406/69/J.
*5s. Radiation Survey Meters. October 7. E.S.B. 35405/69/J.
*5s. Calculating Machine. October 7. E.S.B. 35404/69/J.
*5s. Dosemeters and Charging Unit. October 6. E.S.B. 35403/69/J.
DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*26s. Annealing Furnace. September 30. E.S.B. 35425/69/J.
ADHALA PROJECTS DIVISION:
Construction of a Dam. (Advance Information.) E.S.B. 35308/69/J.
Bulletin 164/69
MINISTRY OF RAILWAYS:
Steel Sheets. October 6. E.S.B. 35652/69/J.
Steel Plates. September 26. E.S.B. 35653/69/J.
BOKARO STEEL LTD.:
Chrome Plating Plant. This requirement is available locally. (Further Information.) E.S.B. 32140/69/J.
HINDUSTAN COPPER LTD.:
Micro-Splitters. September 27. E.S.B. 35656/69/J.
Magnetometers. September 25. E.S.B. 35654/69/J.
Bulletin 165/69
INDIA SUPPLY MISSION:
Thread Cutting Machine. September 29. E.S.B. 36119/69/J.
PUBLIC WORKS DEPARTMENT:
*3s. Pipes and Fittings. December 18. E.S.B. 36106/69/J.
HINDUSTAN STEELWORKS CONSTRUCTION LTD.:
Steel Plates. September 25. E.S.B. 36116/69/J.
Bulletin 166/69
BHABHA ATOMIC RESEARCH CENTRE:
Oscilloscope. October 8. E.S.B. 36183/69/J.
Linear Displacement Traducers. October 9. E.S.B. 36187/69/J.
Kilovolt Meter. October 9. E.S.B. 36186/69/J.
Micro Pulverizer. October 8. E.S.B. 36184/69/J.
Laboratory Equipment. October 8. E.S.B. 36185/69/J.

IRAQ

Bulletin 165/69
MINISTRY OF OILS AND MINERALS:
*13s. Oils; Fluids; Grease; Anti Freeze. September 30. E.S.B. 35971/69/J.
MOSUL SUGAR FACTORY:
Brass Tubes. September 15. E.S.B. 35965/69/J.
STATE ORGANIZATION OF INDUSTRY:
*Paper. (Further Information.) E.S.B. 34774/69/J.
*6s. Chemicals. September 29. E.S.B. 35968/69/J.
Tinplate. September 15. E.S.B. 35970/69/J.
CENTRAL FOREIGN PURCHASING BOARD:
Sirens. September 28. E.S.B. 35966/69/J.
AMANAT AL-ASIMA:
Paving of Streets. September 21. E.S.B. 35959/69/J.
ARMY MARTYRS ADMINISTRATION:
Textile Machines. September 17. E.S.B. 35960/69/J.
Scoured Fleece Wool. September 17. E.S.B. 35961/69/J.
Haberdashery. September 30. E.S.B. 35962/69/J.
IRAQI TOBACCO CO.:
*Inks. (Further Information.) E.S.B. 35059/69/J.
MINISTRY OF OILS AND MINERALS:
Steel Pipes and Fittings. September 23. E.S.B. 36141/69/J.
Pipes; Flanges. September 16. E.S.B. 36143/69/J.
OIL PLANNING AND CONSTRUCTION ADMINISTRATION:
Valves. September 23. E.S.B. 36144/69/J.
STATE ELECTRICAL INDUSTRIES CO.:
Laboratory Testing Equipment. Closing date not stated. E.S.B. 36140/69/J.

IRISH REPUBLIC

Bulletin 165/69
CORAS IOMPAIR EIREANN:
Railway Passenger Carriages. October 15. E.S.B. 36120/69/J.

ITALY

Bulletin 165/69
NATO:
*8s. Frequency Synthesizer. October 15. E.S.B. 36117/69/J.

JAMAICA

Bulletin 163/69
WATER COMMISSION:
Pipes and Fittings. September 30. E.S.B. 35093/69/J.

JORDAN

Bulletin 164/69
JORDAN PETROLEUM REFINERY CO. LTD.:
*2s. Additives and Inhibitors. September 16. E.S.B. 35644/69/J.
*3s. Valves, Strainers, Steam Traps. September 16. E.S.B. 35641/69/J.
*1s. Fire Hose. September 16. E.S.B. 35642/69/J.
*1s. Tri Sodium Phosphate. September 20. E.S.B. 35645/69/J.
*1s. Anti-Knock Compound. September 20. E.S.B. 35643/69/J.

KENYA

Bulletin 164/69
KENYA TEA DEVELOPMENT AUTHORITY:
*4s. Vehicles. September 27. E.S.B. 35690/69/J.

(Continued on next page)

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 2121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

OPPORTUNITIES FOR EXPORTERS, *continued*

KUWAIT

Bulletin 164/69
CENTRAL TENDERS COMMITTEE:
*14s. Telephone Overhead Line Materials. (Further Information.) E.S.B. 34030/69/J.

LEBANON

Bulletin 165/69
LEBANESE PTT AUTHORITIES:
*12s. (In French.) Communications Equipment. Closing date not stated. E.S.B. 36131/69/J.

Bulletin 166/69
ADMINISTRATION DES ADJUDICATIONS PUBLIQUES:
5s. (In French.) Tape Recorder. September 23. E.S.B. 36173/69/J.

LIBYA

Bulletin 164/69
MINISTRY OF FINANCE:
Anaesthetic Distribution Network. November 17. E.S.B. 35647/69/J.
GENERAL CORPORATION OF ELECTRICITY FOR WESTERN GOVERNORATES:
Voltmeters. September 30. E.S.B. 35648/69/J.
Fuse and Fuse Cutters. September 30. E.S.B. 35649/69/J.

LUXEMBOURG

Bulletin 166/69
LE BOURGMESTRE, COLLEGE DES BOURGMESTRE:
*7s. (In French.) Construction of a Sports Hall and a Swimming Pool. November 20. E.S.B. 35650/69/J.

MALAYSIA

Bulletin 163/69
SABAH STATE RAILWAYS:
Diesel Passenger Train Sets. October 10. E.S.B. 35465/69/J.
MINISTRY OF INFORMATION AND BROADCASTING:
*73s. Radio Transmitter and Equipment. September 22. E.S.B. 35468/69/J.

Bulletin 165/69
STATE CENTRAL TENDERS BOARD:
*1s. Sulphuric Acid. October 7. E.S.B. 35977/69/J.
*2s. Batteries. October 7. E.S.B. 35978/69/J.
*2s. Emery Cloth; Glass Paper; Waterproof Paper. October 7. E.S.B. 35980/69/J.
*2s. Fire Extinguishers and Refills. October 7. E.S.B. 35981/69/J.
PUBLIC WORKS DEPARTMENT:
*13s. Diesel Generating Sets. October 13. E.S.B. 35694/69/J.
*2s. Steel Wire Ropes. October 7. E.S.B. 35979/69/J.

MALTA

Bulletin 163/69
TREASURY:
*Fishing Nets. September 18. E.S.B. 35328/69/J.
Surgical Rubber Gloves. September 18. E.S.B. 35329/69/J.
*Protein Concentrate. September 18. E.S.B. 35416/69/J.

Bulletin 164/69
Telephone Cables. September 25. E.S.B. 35691/69/J.

Bulletin 165/69
GAS BOARD:
*11s. Gas Cylinders. September 23. E.S.B. 36146/69/J.

MOZAMBIQUE

Bulletin 163/69
PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
Workshop Equipment. September 17. E.S.B. 35316/69/J.
Workshop Equipment. September 16. E.S.B. 35314/69/J.
Electrical and Workshop Equipment. September 30. E.S.B. 35315/69/J.
Excavator Spares. October 1. E.S.B. 35319/69/J.
Vehicle Spare Parts. October 23. E.S.B. 35321/69/J.
Vehicle Spare Parts. September 24. E.S.B. 35322/69/J.
Humidity Eliminator; Drills; Rubber Gloves; Workshop Equipment. September 19. E.S.B. 35323/69/J.
Vehicle Spare Parts. September 22. E.S.B. 35324/69/J.
Coloured Cotton Waste. September 26. E.S.B. 35325/69/J.
*9s. Teleprinters. October 3. E.S.B. 35327/69/J.
LOURENCO MARQUES MUNICIPALITY:
Water Tank/Load Lorry. September 26. E.S.B. 35326/69/J.

NEW ZEALAND

Bulletin 103/69
SUPPLY OFFICER-AGENT BOARD:
*Textiles. October 27. E.S.B. 35407/69/J.

Bulletin 164/69
NEW ZEALAND RAILWAYS:
*7s. Axles. October 15. E.S.B. 35466/69/J.

Bulletin 165/69
DEPARTMENT OF EDUCATION:
*2s. Contamination Meter. September 15. E.S.B. 36123/69/J.

Bulletin 166/69
POST OFFICE HEADQUARTERS:
*4s. Tubing. September 23. E.S.B. 36174/69/J.
STORES OFFICER, MARINE DEPARTMENT:
*2s. Centrifuge. September 18. E.S.B. 36175/69/J.

Bulletin 167/69
POST OFFICE HEADQUARTERS:
Valves, Transistors. September 22. E.S.B. 36247/69/J.
*4s. Crystal Holders. September 24. E.S.B. 36248/69/J.

NIGER

Bulletin 165/69
MINISTRY OF NATIONAL DEFENCE:
*54s. (In French.) Military Clothing. (Further Information.) E.S.B. 33297/69/J.

Bulletin 166/69
MINISTERE DES TRAVAUX PUBLICS:
Workshop Equipment. October 31. E.S.B. 36188/69/J.

NIGERIA

Bulletin 163/69
FEDERAL MINISTRY OF WORKS AND HOUSING:
Constructional Plant, Vehicles and Equipment. October 11. E.S.B. 35435/69/J.

NORWAY

Bulletin 163/69
OSLO LYSVERKET:
Generator. September 24. E.S.B. 35418/69/J.

PAKISTAN

Bulletin 163/69
WEST PAKISTAN RAILWAY BOARD:
Mild Steel Channel, Chequered Plates. October 4. E.S.B. 35417/69/J.

Bulletin 164/69
LAHORE IMPROVEMENT TRUST:
Pipe Laying Project. October 7. E.S.B. 35692/69/J.

Bulletin 167/69
WATER AND POWER DEVELOPMENT AUTHORITY:
Steel Wire Rope. September 15. E.S.B. 36221/69/J.
Vehicle Spare Parts. September 15. E.S.B. 36223/69/J.
Tyre and Tubes. September 15. E.S.B. 36224/69/J.
DIRECTORATE OF SUPPLY:
*25s. Laboratory Equipment. October 20. E.S.B. 36220/69/J.

PAPUA AND NEW GUINEA

Bulletin 165/69
ADMINISTRATION OF THE TERRITORY OF PAPUA AND NEW GUINEA:
Radio Equipment. October 28. E.S.B. 35976/69/J.

SAUDI ARABIA

Bulletin 164/69
PUBLIC WORKS DEPARTMENT:
*Laboratory Equipment. October 25. E.S.B. 33301/69/J.
ARABIAN OIL CO.:
Construction of Training Centre Building. September 16. E.S.B. 35684/69/J.
MINISTRY OF EDUCATION
Medicines, Medical Apparatus. September 22. E.S.B. 35674/69/J.
Hospital Supplies, Electrical Painting Works. September 15. E.S.B. 35683/69/J.

Bulletin 165/69
DIRECTORATE-GENERAL OF SECURITY:
Furniture, Hadj Equipment, Tents. September 15. E.S.B. 35926/69/J.
Wireless Stations. September 16. E.S.B. 35927/69/J.
Vehicle Spare Parts. September 20. E.S.B. 35928/69/J.

SOUTH AFRICA

Bulletin 163/69
STATES TENDER BOARD:
*14s. Printing Presses. September 19. E.S.B. 35368/69/J.
CAPE PROVINCIAL TENDER BOARD:
*11s. Medicinal Supplies. September 19. E.S.B. 35024/69/J.
STATE TENDER BOARD:
*18s. Densitometer. September 15. E.S.B. 35367/69/J.

Bulletin 164/69
*16s. Medicinal Powders. September 16. E.S.B. 35681/69/J.
*5s. X-ray Unit. September 16. E.S.B. 35685/69/J.
*7s. Diamond Drills. September 23. E.S.B. 35682/69/J.
*2s. Erasers. September 23. E.S.B. 35999/69/J.

Bulletin 167/69
CAPE PROVINCIAL TENDER BOARD:
*3s. Sewing Machines. September 19. E.S.B. 36239/69/J.
*2s. Bookbinding Cloth. September 19. E.S.B. 36240/69/J.
*3s. Cane. September 26. E.S.B. 36241/69/J.

SPAIN

Bulletin 165/69
RED NACIONAL DE LOS FERROCARRILES ESPANOLES:
Civil Engineering Works. November 15. E.S.B. 35676/69/J.

SUDAN

Bulletin 163/69
*3s. Weighing Machines. September 25. E.S.B. 35378/69/J.

Bulletin 164/69
POSTS AND TELEGRAPHS DEPARTMENT:
*6s. Copper Wire. October 6. E.S.B. 35689/69/J.
MINISTRY OF WORKS:
*6s. Pipes. September 27. E.S.B. 35917/69/J.
*7s. Exhaust Fans. September 17. E.S.B. 35916/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 165/69
DIRECTORATE OF HIGHWAYS AND BRIDGES:
Construction of a Bridge. September 20. E.S.B. 35939/69/J.

TAIWAN

Bulletin 163/69
CENTRAL TRUST OF CHINA:
*20s. Refrigerated Storage Tank. October 7. E.S.B. 35372/69/J.
*4s. Hoisting Rope, Elevator Rope. September 16 E.S.B. 35439/69/J.
*5s. Trucks. October 14. E.S.B. 35445/69/J.
*4s. Bearings. September 18. E.S.B. 35443/69/J.
*11s. Carbon Steel Plates. September 19. E.S.B. 35444/69/J.
*3s. Malonic Acid. September 16. E.S.B. 35448/69/J.
*5s. Carbon Steel Roller Shaft. October 6. E.S.B. 35375/69/J.
*7s. Railway Vehicles. October 6. E.S.B. 35374/69/J.
*3s. Telephone Outside Plant Materials, Transmission Supplies. September 18. E.S.B. 35437/69/J.
*4s. Ball Valves. October 9. E.S.B. 35379/69/J.
*22s. Telecommunication Equipment. October 8. E.S.B. 35377/69/J.

Bulletin 164/69
*4s. Brush Cutters. October 14. E.S.B. 35451/69/J.
*6s. Oscilloscopes, Oscillator, Voltmeters, Amplifiers. September 20. E.S.B. 35450/69/J.
*6s. Transmission Testing Equipment. October 13. E.S.B. 35452/69/J.
*5s. Ball and Roller Bearings. October 13. E.S.B. 35455/69/J.
*2s. Tape Seal. September 24. E.S.B. 35480/69/J.

BRITISH MACHINERY EXPORTS TO RUSSIA IN 1968 AMOUNTED IN VALUE TO £53,736,889

TOTAL BRITISH EXPORTS TO RUSSIA WERE £102,105,491

THESE WERE RECORD FIGURES

Considerable decentralization of industry in the U.S.S.R. has increased the need to reach the 'End-User' Moscow buying departments place their orders abroad on the basis of indents received from factory managers and executives of industrial enterprises in all parts of the U.S.S.R. It would be practically impossible for your representative personally to reach these potential customers. You can, in fact, only do this by means of publicity *in Russian*

This is where 'BRITISH INDUSTRY & ENGINEERING' can assist you

БРИТАНСКАЯ ПРОМЫШЛЕННОСТЬ И ТЕХНИКА

BRITISH INDUSTRY & ENGINEERING

IN RUSSIAN: CIRCULATING IN U.S.S.R. SINCE 1920

Write for a copy of this Journal and full details to:-

BRITISH INDUSTRIAL PUBLICITY OVERSEAS LIMITED

Walter House, Bedford Street, London, W.C.2 *Telephone: 01-836 9058/9/0*

*1s. **Autoclave.** September 18. E.S.B. 35449/69/J.
*4s. **Process Turbine Pump.** September 18. E.S.B. 35490/69/J.
*5s. **Rotary Pump and Engine Set.** October 8. E.S.B. 35446/69/J.
Elevator, Escalators. October 11. E.S.B. 35438/69/J.
Railway Coaches. October 6. E.S.B. 35376/69/J.
*2s. **Heat Exchanger Gasket.** September 23. E.S.B. 35482/69/J.
*2s. **Steel Pipe.** October 13. E.S.B. 35481/69/J.
*5s. **Rubber Insulating Blanket.** September 20. E.S.B. 35456/69/J.
*6s. **Paper Machine Roll.** September 15. E.S.B. 35478/69/J.
*5s. **Rubber Insulating Line Hose.** September 19. E.S.B. 35479/69/J.
*16s. **Vehicle Spare Parts.** October 7. E.S.B. 35484/69/J.
*3s. **Brewery Machinery.** October 13. E.S.B. 35486/69/J.
*5s. **Ambulance.** September 17. E.S.B. 35489/69/J.

Bulletin 165/69
*4s. **Grindstone.** September 15. E.S.B. 35454/69/J.

TANZANIA

Bulletin 165/69
CENTRAL TENDER BOARD:
*2s. **Anti-Snake Venom Serum.** September 25. E.S.B. 35938/69/J.
*2s. **Surgical Dressings.** September 18. E.S.B. 36126/69/J.

THAILAND

Bulletin 163/69
TELECOMMUNICATIONS HEADQUARTERS:
*Microwave Link. September 22. E.S.B. 34509/69/J.

Bulletin 165/69
TELEPHONE ORGANIZATION OF THAILAND:
Telephone Terminal Equipment. October 6. E.S.B. 35993/69/J.

TOGO

Bulletin 165/69
DIRECTEUR DES TRAVAUX PUBLICS:
*51s. and 85s. **Road Maintenance Vehicles and Equipment.** (Further Information.) E.S.B. 21385/69/J.

TRINIDAD AND TOBAGO

Bulletin 163/69
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*10s. **Transformers.** November 7. E.S.B. 35426/69/J.

TURKEY

Bulletin 165/69
STATE HYDRAULIC WORKS (DSI):
*2s. **Water Treatment Plants.** (Pre-qualification.) E.S.B. 36111/69/J.

Bulletin 166/69
MECHANICAL AND CHEMICAL INDUSTRIES' ASSOCIATION:
*6s. **Bore Lapping Machine.** September 15. E.S.B. 36204/69/J.
LAND FORCES COMMAND:
*15s. **Vehicle Spare Parts.** September 30. E.S.B. 36215/69/J.

Bulletin 167/69
DENIZCILIK BANKASI, TAO:
*3s. **Liferafts.** September 18. E.S.B. 36000/69/J.
*3s. **Ship's Clocks.** September 19. E.S.B. 36447/69/J.

UGANDA

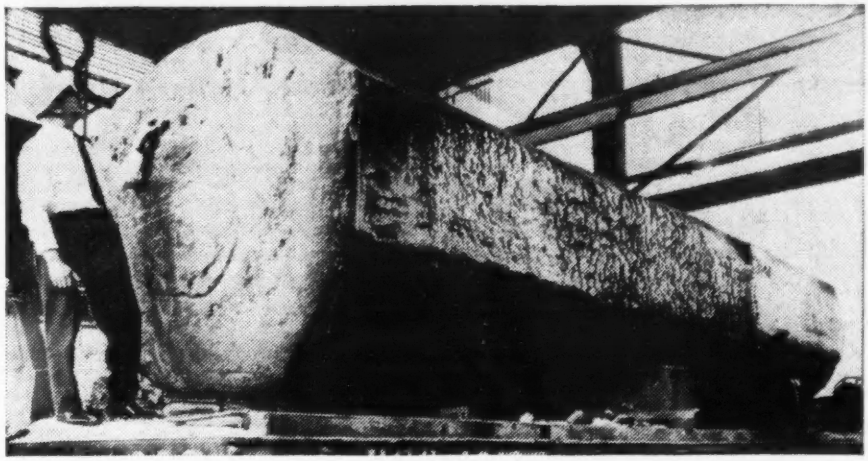
Bulletin 164/69
UGANDA ELECTRICITY BOARD:
*27s. **Transformers.** September 16. E.S.B. 35661/69/J.

UNITED STATES OF AMERICA

Bulletin 164/69
BUREAU OF RECLAMATION:
Transformers. (Advance Information.) E.S.B. 35623/69/J.

URUGUAY

Bulletin 164/69
ANCAP:
*7s. (In Spanish.) **Tape.** (Further Information.) E.S.B. 34563/69/J.



This huge forging will be coming to England soon for machining and assembly into the largest generator being built in this country. It is for the 1350 MVA generator rotor being built by English Electric-AEI Turbine Generators Ltd., for Detroit Edison, Enrico Fermi Power Station, Michigan, United States, and is seen here after block consolidation process at the Bethlehem Plant, Pennsylvania, of the Bethlehem Steel Corporation. English Electric-AEI Turbine Generators Ltd., are building 1200 MW sets for nuclear power stations for both Detroit Edison and Consolidated Edison and also 750 MW supercritical units for Southern California Edison, utilities in the United States.

UTE (STATE ELECTRICITY AND TELEPHONES BOARD:
Telephone Equipment. Closing date postponed: 1st call, November 7; 2nd call, November 14. (Further Information.) E.S.B. 34792/69/J.
STATE BROADCASTING CORPORATION:
*5s. (In Spanish.) **Recording/Broadcasting Equipment and Accessories.** Closing dates: 1st call, October 2; 2nd call, October 15. E.S.B. 35497/69/J.
*4s. (In Spanish.) **Projectors.** Closing dates: 1st call, September 24; 2nd call, October 8. E.S.B. 35498/69/J.
*4s. (In Spanish.) **Recording and Communications Equipment.** Closing dates: 1st call, October 1; 2nd call, October 16. E.S.B. 35499/69/J.
OSE (STATE WATERWORKS):
*49s. (In Spanish.) **Water Supply Scheme.** (Further Information.) E.S.B. 34759/69/J.
STATE RAILWAYS:
*6s. (In Spanish.) **Electrolyte.** (Further Information.) E.S.B. 34562/69/J.
ANCAP:
*13s. (In Spanish.) **Rails and Accessories.** September 25. E.S.B. 35495/69/J.
*8s. (In Spanish.) **Cable and Accessories.** (Further Information.) E.S.B. 34748/69/J.
*8s. (In Spanish.) **Pressed Asbestos Sheets.** September 23. E.S.B. 35494/69/J.
*8s. (In Spanish.) **Brake Fluid.** September 25. E.S.B. 35491/69/J.
Sleepers for Railway Lines. September 26. E.S.B. 36496/69/J.
*12s. (In Spanish.) **Flanges and Accessories.** September 30. E.S.B. 35492/69/J.

Bulletin 165/69
STATE DAIRY CORPORATION:
*2s. (In Spanish.) **Air Screen Production Equipment.** (Further Information.) E.S.B. 34561/69/J.
MINISTEIRO DE OBRAS PUBLICAS:
*4s. (In Spanish.) **Stone Crushing Machine.** Closing dates: 1st call, October 2; 2nd call, October 7. E.S.B 35922/69/J.
OSE (STATE WATERWORKS):
*24s. (In Spanish.) **Water Meters.** October 7. E.S.B. 35923/69/J.

VIETNAM

Bulletin 163/69
INDUSTRIAL DEVELOPMENT CENTER:
*19s. **Aluminium Rolling Mill.** October 30. E.S.B. 35083/69/J.

Bulletin 164/69
*12s. **Plastic Working Machinery, Generator.** September 15. E.S.B. 35081/69/J.
*15s. **Nylon Chips Manufacturing Plant Equipment.** September 30. E.S.B. 35665/69/J.

Bulletin 165/69
*31s. **Liquid Oxygen and Nitrogen Plant.** September 30. E.S.B. 35932/69/J.
*38s. **PVC Resin Plant Equipment.** September 20. E.S.B. 35663/69/J.
*21s. **Pharmaceutical Plant Machinery and Equipment.** September 30. E.S.B. 35664/69/J.
*12s. **Noodle Manufacturing Plant.** September 30. E.S.B. 35666/69/J.
*17s. **Glass Bottle and Tableware Manufacturing Equipment.** November 30. E.S.B. 35667/69/J.

Bulletin 167/69
*12s. **Steel Wire Rod Mill Equipment and Machinery.** September 30. E.S.B. 36238/69/J.

ZAMBIA

Bulletin 165/69
CENTRAL SUPPLY AND TENDERS BOARD:
*3s. **Cable.** September 26. E.S.B. 36101/69/J.
*3s. **Cable.** September 26. E.S.B. 36102/69/J.
*4s. **Cable.** September 26. E.S.B. 36104/69/J.
*6s. **Telephone Poles.** September 26. E.S.B. 36103/69/J.
*2s. **Chevrons.** September 26. E.S.B. 36118/69/J.

Robert Hough
WASTE PAPERS · ALL TEXTILE WASTES
RAGS · ROPES · JUTE · FLAX · HEMP
SISAL · MANILA · COTTON WASTE
VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14
and at TEMPLE MILL · MARLOW · BUCKS · Tel: MARLOW 4488
RH ESTABLISHED 1860
PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED · MANUFACTURERS & PROCESSORS · IMPORTERS & EXPORTERS

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies—see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

AFFARS AND ISSAS, FRENCH TERRITORY OF THE

Bulletin 164/69
Inquiry for wooden furniture. E.S.B. 35593/69/J.

AUSTRALIA

Bulletin 164/69
Agency inquiry for canned foods; chutneys and pickles; jams; spirits. E.S.B. 35268/69/J.
Inquiry for irrigation hose. E.S.B. 7698/69/J.

Bulletin 166/69
*Inquiry for rivets. E.S.B. 35744/69/J.

Bulletin 167/69
Manufacture under licence – Camping equipment; first aid equipment; inflatable life jackets; inflatable rafts and boats; sports equipment; stationery products. E.S.B. 36078/69/J.
Inquiry for wall furniture. E.S.B. 28312/69/J.
Agency inquiry for health foods. E.S.B. 35241/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 163/69
3s. Inquiry for colour chip machine. E.S.B. S/86/69/J.
Inquiry for magnesite. E.S.B. S/85/69/J.

Bulletin 166/69
3s. Inquiry for slitting, shearing and power straightening machine. E.S.B. A/58/69/J.

Bulletin 167/69
9s. Inquiry for steel strand wire. E.S.B. A/59/69/J.
9s. Inquiry for flexible cable. E.S.B. A/60/69/J.

AUSTRIA

Bulletin 163/69
Inquiry for welding equipment. E.S.B. 34636/69/J.

Bulletin 164/69
Inquiry for radar spares; maps. E.S.B. 35191/69/J.

Bulletin 166/69
*Agency inquiry for floor covering. E.S.B. 13019/69/J.

BARBADOS

Bulletin 164/69
Agency inquiry for clothing; dress materials; jewellery; shoes; suitings; sun glasses. E.S.B. 35576/68/J.

BELGIUM

Bulletin 163/69
Inquiry for industrial cleaning materials; raw materials for manufacture of industrial cleaning products. E.S.B. 35540/69/J.

BERLIN

Bulletin 167/69
Inquiry for de-icing equipment; thermometer manufacturing plant. E.S.B. 36344/69/J.

BOLIVIA

Bulletin 164/69
Agency inquiry for telecommunications equipment. E.S.B. 33885/69/J.

BRAZIL

Bulletin 166/69
Inquiry for fish containers; echo sounders; electronic equipment; fish processing equipment; motors; radio communications equipment. E.S.B. 24047/69/J.

BURUNDI, REPUBLIC OF/ZAMBIA

Bulletin 165/69
Trade Agreement. E.S.B. 1209/G/J.

CANADA

Bulletin 163/69
Inquiry for giftware; jewellery. E.S.B. 28039/69/J.
*8s. Inquiry for paper sheets and pillow-slips; plastic sheeting. E.S.B. 34968/69/J.

Bulletin 164/69
Inquiry for biscuits; canned meat products; jams; packaged groceries; toiletry products. E.S.B. 35138/69/J.
Inquiry for leather; suede. E.S.B. 23432/69/J.
Inquiry for fashion accessories. E.S.B. 34822/69/J.

Bulletin 165/69
Inquiry for alarm systems; control systems; industrial test equipment; intercom systems; monitoring devices; two-way radio systems. E.S.B. 34696/69/J.
Inquiry for hand mill for flour. E.S.B. 35570/69/J.

Bulletin 166/69
Agency inquiry for pollution control equipment; pumps; valves and fittings; incinerators. E.S.B. 28910/69/J.
Inquiry for sink units. E.S.B. 35779/69/J.
Inquiry for petro-chemical, pulp and paper process equipment. E.S.B. 35587/69/J.
Inquiry for acoustic tiles; builders' hardware; building materials; industrial adhesives; nails; plastic materials; shop and store fittings. E.S.B. 30596/69/J.
Inquiry for canned meat dinners. E.S.B. 35243/69/J.

Bulletin 167/69
Inquiry for footwear. E.S.B. 23824/68/J.

COSTA RICA

Bulletin 167/69
British Embassy's postal address. E.S.B. 1209/G/J.

CYPRUS

Bulletin 163/69
Agency inquiry for games; leather goods; office requisites; paper goods; toys. E.S.B. 32804/69/J.

ETHIOPIA

Bulletin 164/69
Inquiry for fabrics. E.S.B. 31378/69/J.

FIJI

Bulletin 164/69
Inquiry for paper cutting machine. E.S.B. 9462/69/J.

Bulletin 167/69
Inquiry for vegetable oil solvent extraction plant – further information. E.S.B. 8598/69/J.

FINLAND

Bulletin 163/69
Inquiry for compressors; heat exchangers; tubing. E.S.B. 33034/69/J.

Bulletin 167/69
Agency inquiry for chinaware; hollow-ware. E.S.B. 35833/69/J.

FRANCE

Bulletin 163/69
Invoicing errors by British exporters. E.S.B. 30826/69/J.

Bulletin 165/69
Agency inquiry for giftware; publicity articles; pewterware; silverware; woodware. E.S.B. 34919/69/J.

Bulletin 166/69
1s. Inquiry for thermometers. E.S.B. 36038/69/J.

FRANCE/IRISH REPUBLIC

Bulletin 163/69
Trade and Financial Arrangements. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 163/69
Inquiry for pullovers. E.S.B. 8189/69/J.
Agency inquiry for plumbers' fittings; radiators; zinc sheet. E.S.B. 34942/69/J.
Europa – Market store promotion, Mannheim-Sandhofen. E.S.B. 4458/69/J.
Inquiry for drop forgings; rolled steel. E.S.B. 34493/69/J.
Inquiry for fabrics. E.S.B. 35741/69/J.
Inquiry for carpet; imitation fur. E.S.B. 11524/69/J.

Bulletin 164/69
Inquiry for cleaning cloths and allied articles; household towels; cleaners and brushes. E.S.B. 30393/69/J.
Inquiry for lacquer and varnish industry raw materials auxiliaries; polyurethane manufacturing raw materials. E.S.B. 35763/69/J.
Agency inquiry for cotton, man-made fibre and mixture piece-goods. E.S.B. 35703/69/J.
Agency inquiry for yarns. E.S.B. 35701/69/J.
Agency inquiry for spirits; tinned meats. E.S.B. 35708/69/J.
Inquiry for giftware. E.S.B. 46454/68/J.
Agency inquiry for biscuits; beverages; confectionery; tinned foodstuffs. E.S.B. 35578/69/J.
Agency inquiry for cloth. E.S.B. 35597/69/J.

Bulletin 166/69
Inquiry for delicatessen. E.S.B. 36076/69/J.
Agency inquiry for furniture. E.S.B. 35858/69/J.
Inquiry for lighting fixtures; tulles. E.S.B. 36326/69/J.
Inquiry for lingerie; nightwear; textile materials. E.S.B. 35270/69/J.

Bulletin 167/69
Inquiry for game. E.S.B. 46341/68/J.
Agency inquiry for spirits. E.S.B. 36337/69/J.
Inquiry for riding wear. E.S.B. 36033/69/J.
Agency inquiry for grocery items. E.S.B. 36328/69/J.
Agency inquiry for brassware; copperware; pewterware; silverware. E.S.B. 35585/69/J.

GHANA

Bulletin 165/69
Inquiry for rice boxes – further information. E.S.B. 36985/68/J.

GREECE

Bulletin 165/69
Agency inquiry for suitings. E.S.B. 26356/69/J.

GUATEMALA

Bulletin 164/69
Inquiry for electric motors. E.S.B. 31814/69/J.

HAWAII

Bulletin 166/69
Inquiry for motor cycle clothing. E.S.B. 34927/69/J.

HONDURAS

Bulletin 166/69
Joint venture – biscuits; condiments; confectionery; meat products. E.S.B. 3891/69/J.

HONG KONG

Bulletin 167/69
Inquiry for textiles. E.S.B. 35867/69/J.
Inquiry for fabrics. E.S.B. 35135/69/J.

INDIA

Bulletin 163/69
Inquiry for copper tube. E.S.B. 35536/69/J.

IRAN

Bulletin 165/69
Inquiry for boilers; plastic making machinery; rubber finishing machinery. E.S.B. 35805/69/J.

Bulletin 167/69
Inquiry for wool; yarn. E.S.B. 36366/69/J.

IRAQ

Bulletin 165/69
United Kingdom Commercial Office. E.S.B. 1209/G/J.

Bulletin 166/69
Inquiry for moulding machine for plastics. E.S.B. 12616/69/J.

ISRAEL

Bulletin 164/69
Agency inquiry for concrete and precast equipment; container handling and transport equipment; crash

ARABIC PROFESSIONAL TRANSLATIONS

Arab countries spend £1,000 million annually on imports.
To get your share, you need to have your technical and sales promotion literature **PROFESSIONALLY TRANSLATED.**
The full-time APT panel offers you just this, because they are all **university** qualified, experienced professional translators.
J. KINANY (M.A.) Ex. Head Dept. of English & Translation, Teachers College, Cairo.
Write to: **A.P.T., 4 Bredune, Kenley, Surrey. Tel. 01-660 6452**

and rescue vehicles; drilling and tunnelling equipment; fire fighting equipment; track vehicles. E.S.B. 34697/69/J.
Agency inquiry for electric motors; enamel bath; oil burners. E.S.B. 34910/69/J.

ITALY
Bulletin 163/69
Inquiry for pigs; rabbits. E.S.B. 35754/69/J.
Inquiry for sewing machines. E.S.B. 35539/69/J.
Bulletin 164/69
Inquiry for emulsifying agent. E.S.B. 35565/69/J
Inquiry for coronary units. E.S.B. 35564/69/J.
Manufacture under licence – steel cold-working machinery. E.S.B. 35507/69/J.
Agency inquiry for suitings. E.S.B. 23924/69/J.
Agency inquiry for animal foodstuffs. E.S.B. 35269/69/J.
Bulletin 165/69
Inquiry for seal skins. E.S.B. 35520/69/J.
Bulletin 166/69
Agency inquiry for moquettes; PVC flooring. E.S.B. 35751/69/J.
Agency inquiry for smokers' requisites. E.S.B. 35709/69/J.
Inquiry for cancer treatment equipment. E.S.B. 35898/69/J.
Bulletin 167/69
Agency inquiry for toiletries. E.S.B. 35249/69/J.
Inquiry for alloys for steel; conveyors; graphite electrodes. E.S.B. 34627/69/J.
Manufacture under licence – prefabricated buildings. E.S.B. 36339/69/J.

JAMAICA
Bulletin 164/69
Agency inquiry for scaffolding. E.S.B. 35577/69/J.

JAPAN
Bulletin 163/69
Inquiry for suitings. E.S.B. 31606/69/J.
Bulletin 164/69
Inquiry for jewellery accessories. E.S.B. 35773/69/J.
Bulletin 165/69
Agency inquiry for cotton fabrics; woollen fabrics. E.S.B. 35823/69/J.
Bulletin 167/69
Agency inquiry for giftware. E.S.B. 35791/69/J.
Agency inquiry for reactor tube. E.S.B. 35794/69/J.

JORDAN
Bulletin 167/69
Inquiry for ceramic colourings and glazes; kilns and accessories; looms; yarns. E.S.B. 36345/69/J.

KENYA
Bulletin 167/69
Manufacture under licence – hydraulic equipment. E.S.B. 30906/69/J.

KUWAIT
Bulletin 164/69
Agency inquiry for desks. E.S.B. 19372/69/J.
Bulletin 165/69
Inquiry for pipe bending and cutting machine. E.S.B. 35176/69/J.
Inquiry for decorative carvings and mouldings; leather; ornamental handles; ornaments; tiles; wallpaper. E.S.B 31290/69/J.
Bulletin 167/69
Agency inquiry for bottles. E.S.B. 29637/69/J.

LEBANON
Bulletin 164/69
Agency inquiry for computers and peripheral equipment; office machinery; spare parts for motor vehicles; textile machinery; food processing plant and printing machines. E.S.B. 30914/69/J.
Bulletin 166/69
Agency inquiry for ball bearing rollers. E.S.B. 35560/69/J.

LIBYA
Bulletin 164/69
Inquiry for cookers; gas cylinders; refrigerators. E.S.B. 35764/69/J.
Agency inquiry for foodstuffs; paper toiletries; toiletries. E.S.B. 35175/69/J.

MALAGASY REPUBLIC
Bulletin 167/69
Inquiry for citrus fruit processing and packing plant. E.S.B. 36099/69/J.

MALAWI
Bulletin 163/69
Agency inquiry for biscuits; canned foods; dresses; fabrics; knitwear; lingerie; skirts. E.S.B. 34301/69/J.
Bulletin 166/69
Agency inquiry for outboard engines; inquiry for hotel equipment. E.S.B. 26071/69/J.

MALAYSIA
Bulletin 166/69
2s. Hose reels. E.S.B. 34646/69/J.

NETHERLANDS
Bulletin 164/69
Inquiry for leather upholstering material; polyvinyl; synthetic materials for cars. E.S.B. 35292/69/J.
Agency inquiry for cosmetics; paper disposables; pharmaceutical specialities; sprays. E.S.B. 35245/69/J.

NORTH AMERICA
Bulletin 164/69
Store buyers visit London. E.S.B. 4415/69/J.

NORWAY
Bulletin 163/69
Agency inquiry for bed linen; clothing; textile fabrics. E.S.B. 35244/69/J.

PAKISTAN
Bulletin 166/69
Inquiry for granulating machines; pelletizing machines. E.S.B. 35806/69/J.

PHILIPPINES, REPUBLIC OF
Bulletin 164/69
Inquiry for boiler. E.S.B. 15215/69/J.
Bulletin 167/69
Inquiry for billets. E.S.B. 15215/69/J.

QATAR
Bulletin 164/69
Inquiry for electrical fittings; fuse gears; fuses; fluorescent bulbs. E.S.B. 16864/69/J.

RUMANIA
Bulletin 164/69
Inquiry for asphaltic roofing board plant. E.S.B. 5140/69/J.

SAUDI ARABIA
Bulletin 165/69
Agency inquiry for film projectors. E.S.B. 35537/69/J.
Inquiry for nets for camouflage. E.S.B. 35752/69/J.
Bulletin 167/69
Inquiry for jerrycans. E.S.B. 35707/69/J.

SIERRA LEONE
Bulletin 165/69
Agency inquiry for ceremonial cards; cosmetics; gifts; pharmaceuticals; toiletries. E.S.B. 35294/69/J.

SOUTH AFRICA
Bulletin 163/69
Agency inquiry for navigational aids; radio; radio-telephone equipment. E.S.B. 26472/69/J.
Bulletin 166/69
Agency inquiry for suitings. E.S.B. 35797/69/J.

SOUTHERN YEMEN
Bulletin 163/69
Inquiry for biscuit machinery; confectionery machinery; biscuit raw materials; confectionery raw materials E.S.B. 35714/69/J.

SPAIN
Bulletin 166/69
Joint assembly scheme – electric generators and steam boilers. E.S.B. 1209/G/J.

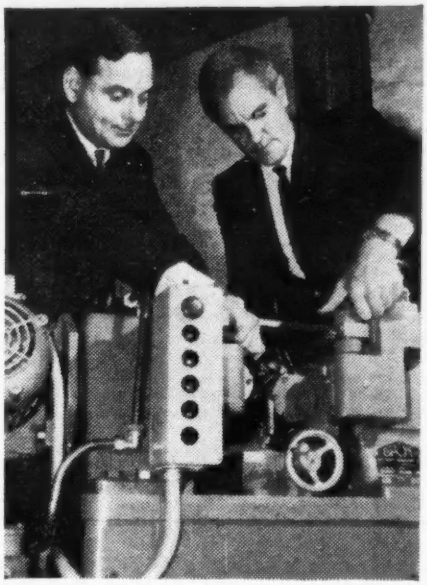
SWITZERLAND
Bulletin 163/69
Inquiry for tiles. E.S.B. 22578/69/J.
Inquiry for magnetic tape cleaners. E.S.B. 35598/69/J.
Agency inquiry for bookbinding equipment. E.S.B. 35502/69/J.
Bulletin 164/69
Inquiry for clothing. E.S.B. 35508/69/J.
Agency inquiry for chemicals; fillers; synthetic fibres; synthetic leather. E.S.B. 23263/69/J.
Bulletin 165/69
Inquiry for audio-visual equipment. E.S.B. 11363/69/J.
Agency inquiry for yarns. E.S.B. 35242/69/J.
Agency inquiry for food processing equipment; liquid level indicators; pumps; valves. E.S.B. 35550/69/J.
*Inquiry for cables. E.S.B. 35761/69/J.
Agency inquiry for computers and peripheral equipment. E.S.B. 35843/69/J.
Agency inquiry for temperature measuring equipment. E.S.B. 35510/69/J.
Bulletin 166/69
Agency inquiry for dresses and co-ordinates; raincoats. E.S.B. 35705/69/J.
Bulletin 167/69
Manufacture under licence – shop fittings. E.S.B. 35246/69/J.
Agency inquiry for fluidic components. E.S.B. 35706/69/J.
Manufacture under licence – agency inquiry for foodstuff raw materials. E.S.B. 35900/69/J.
5s. Inquiry for automobile workshop tools and equipment; boltless racking. E.S.B. 23229/69/J.

TANZANIA
Bulletin 163/69
*Inquiry for paper sheets. E.S.B. 35204/69/J.

THAILAND
Bulletin 163/69
Joint venture – bicycles; copper wire drawing; fibres; glass. E.S.B. 34903/69/J.

TRINIDAD/TOBAGO
Bulletin 166/69
Agency inquiry for fabrics. E.S.B. 35873/69/J.
Agency inquiry for freezers. E.S.B. 35810/69/J.
Bulletin 167/69
Agency inquiry for ceilings; ceiling materials. E.S.B. 35835/69/J.
Inquiry for glass working machinery; tiles. E.S.B. 16191/69/J.

TURKEY
Bulletin 165/69
Inquiry for machinery for working alabaster, marble and onyx. E.S.B. 36003/69/J.



Examining a BR000 bar and tube straightener are Australian sales engineer Leigh Ward (on right) and Brian de Thame, director in charge of Bronx's bar and tube division. Mr. Ward, from Melbourne, Australia, has been visiting the Bronx Engineering Co. Ltd., of Lye, Worcs. He is employed by Gilbert Lodge & Co. Ltd., of Carnegie, Victoria, who represent this British metal forming specialist in Australia.

UGANDA
Bulletin 166/69
Manufacture under licence – beverages. E.S.B. 35795/69/J.

UNITED STATES OF AMERICA
Bulletin 163/69
*Agency inquiry for brake shoes; brake shoe drives. E.S.B. 14824/69/J.
Inquiry for electronic equipment; electrical equipment. E.S.B. 29847/69/J.
Bulletin 164/69
Manufacture under licence – electric motors. E.S.B. 34618/69/J.
Inquiry for paintings. E.S.B. 11046/68/J.
Bulletin 165/69
Inquiry for brake shoes; brake shoe drives – further information. E.S.B. 14824/69/J.
Bulletin 166/69
Agency inquiry for furniture. E.S.B. 34488/69/J.
Agency inquiry for lathes. E.S.B. 32360/69/J.
Bulletin 167/69
Inquiry for candy boxes. E.S.B. 35720/69/J.

VENEZUELA
Bulletin 165/69
Inquiry for women's fashiones. E.S.B. 35790/69/J.

WINDWARD AND LEEWARD ISLANDS
Bulletin 165/69
Agency inquiry for rope; twine; wire nails. E.S.B. 35248/69/J.

ZAMBIA
Bulletin 165/69
Inquiry for hairdressing products. E.S.B. 35882/69/J.
Bulletin 166/69
Inquiry for urinals. E.S.B. 35796/69/J.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in June 18 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 660 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

Canadian tour

OFF to Canada at the end of September is Mr. John M. Boyd, general manager of the export division, Wallace, Cameron & Co. Ltd., of Castlemilk Industrial Estate, Glasgow. He will visit importer-agents in Toronto and Vancouver and will appoint new agents in Newfoundland, Quebec, Manitoba, Saskatchewan and Alberta.

His company, a subsidiary of Smith & Nephew Ltd., manufacture a wide range of adhesive first aid dressings.

Trip to persuade American authorities

A BIG DRIVE, aimed at more than doubling sales of Sutherlands Spreads to the United States, is being made by Quaker Oats Ltd. Spearheading the drive was a recent visit by Quaker's general sales manager, Mr. Dennis Smith, to New York to initiate talks with American import authorities.

Sutherlands Spreads are exported to more than 20 countries, North America being the biggest single overseas market. At present, however, only the fish varieties – about one-third of the company's total range – are exported to the United States.

'We plan to export additional varieties and expect to double our business during the next 12 months,' says Mr. Smith, who hopes to persuade the American authorities to permit the import of the full range of Sutherlands Spreads. Seemingly spreads in the United States have previously been looked on only as a delicatessen line, but Mr. Smith hopes to change this image so that spreads will be sold in future through supermarkets, as in England.

Sutherlands Spreads, acquired by Quaker in 1964, currently produce more than 2 million jars of meat and fish spreads a week.

Livestock feasability study in Greece

A FEASIBILITY study on livestock farming in Greece is being carried out by F to K (Consultancy) Ltd., a member of the Colman Group of Sudbury, Suffolk. The study includes pig breeding, fattening, poultry, sheep and dairying. It also includes refrigeration and packaging.

Commissioned by a substantial organization in Greece, the study is intended for the private sector. Following the study it is hoped that part of the recommendations will be accepted and result in orders for British industry. Piggery and livestock feeding machinery will be supplied by members of the Colman Group and associated companies.

The study is the result of several visits to Greece by John E. Colman, chairman of the Colman Group of companies. 'The Greek Government is encouraging the build-up of the livestock industry to reduce their food imports, and also to cater for their increasing tourist industry,' says Mr. Colman, adding: 'There is big scope for British industry in Greece and the study was commissioned in the face of strong competition from other countries who are anxious to enter this developing market.'

Seeking textile machinery agents

MR. G. H. PAYNE, general sales manager of Thomas C. Keay Limited of Dundee, will leave in October for Dacca, Bangkok, Tokyo, Osaka, Johannesburg, Durban, East London and Cape Town. With additional calls in Australia and New Zealand, he hopes to appoint agents equipped to sell machinery and provide service facilities.

Established in 1879 and employing about 500 workers, Thomas C. Keay Limited – holders of the Queen's Award to Industry – make textile machinery for the jute and allied trades, sack printing and bag closing machines, and paper sack sewing machine tables. The company also make under licence a range of complementary feeding and filling machinery. A subsidiary company is Lawside Engineering Company Limited, also of Dundee.

Seeking curtain net agents in South Africa

MR. S. A. WESSELEY, chairman of Vita-Tex Ltd., of Slough, Bucks., will meet potential agents in Johannesburg and Cape Town in late September and early October. His company are warp knitters and printers of shirtings and curtain materials, and on this visit Mr. Wesseley will be seeking agents, with wholesale connections, for curtain nets.

Scope for more mower sales

MR. PETER HORNER, representative of Hayters Limited, of Spellbrook, Bishop's Stortford, Herts., returned recently from a sales trip to Denmark and Sweden. His brief included negotiations with importers in each country for the establishment of nation-wide dealer networks. Mr. Horner believes there is considerable scope in Scandinavia for increased sales, especially as Hayter mowers are already well known there. Important users include the Swedish Air Force Authorities, also Stockholm City, whose engineers recently showed interest in the company's self-propelled hydrostatic bank mower. They now have one under test.

Tour of the Far East

MR. L. F. KELLY, export representative of Wm. Sanderson & Son Limited, distillers and blenders of Scotch whisky, will shortly be visiting Japan. His visit will coincide with the British Week in Tokyo, when Sanderson's distributors will be promoting 'Vat 69'.

Mr. Kelly will also visit Okinawa, Hong Kong, Singapore, Malaya, Indonesia, Thailand and Laos during his 11-week tour of the Far East.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of June 18 issue.

Extensive tour

HELIX INTERNATIONAL LIMITED, manufacturers of educational equipment, now export over 45 per cent of their total turnover. On Monday of last week Mr. Mark Lawson, their 24-year-old export director, left on an extensive tour, covering as many markets as possible. He planned to visit Boston, New York, Hartford, Buffalo, Toronto, Chicago, Denver, Los Angeles, San Francisco, Nandi, Suva, Auckland, Wellington, Christchurch, Sydney, Brisbane, Melbourne, Adelaide, Perth, Singapore, Kuala Lumpur, Ipoh, Penang, Bangkok, Hong Kong and Colombo.

The present rate of the company's growth is said to be 34 per cent per annum. At present Helix have over 60 agents in their world-wide network, but on his present trip Mr. Lawson hopes to increase this number to about 130.

The first of a number of local production units will be opening soon in Lagos – this should help to make the company's products more competitive and take them into new markets.

Golf interests in the United States

MR. PAUL W. MULLARD, managing director, and Mr. Derek Burroughs, sales director, of Ben Sayers Ltd., North Berwick, are flying to the United States to appoint agents for the company's golf clubs, bags and gloves. They will attend the National Sporting Goods Show in Houston, Texas, from September 25 to 28, and their intinerary includes visits to Nassau and Miami. They are also prepared to meet prospective agents in New York or elsewhere in the United States.

Established in 1876, Ben Sayers Ltd. claim to be the oldest British golf club manufacturers.

Sales drive

Now that the overseas holiday season is almost at an end, sales engineers of Dale Electric, of Filey, Yorks., are beginning an intensive sales campaign. Mr. L. H. Dale, managing director, has been in Greece, negotiating a fairly large contract, while Mr. Robert Chatfield, senior estimating engineer, has been working on a project in the Sudan.

Early this month Mr. Kenneth Milner, manager, overseas operations, was off to Nigeria, while later in the month Mr. Leonard H. Dale will be off to North Africa and Italy, in connection with communications project.

Mr. Brian Hesketh, manager of engineering, will be leaving shortly to commission two large gas turbine-powered Dale generating sets supplied some time ago to the Burmese Electricity Authority, and other members of the engineering staff will be leaving for the Middle East, to commission plants now on route to that area.

In just over 30 weeks this year the overseas sales of Dale equipment are 48 per cent higher than over the same period last year.

Visiting Nairobi Show

A SALES TOUR of Kenya, Uganda, Zambia and South Africa is being made in October by Mr. Douglas Hayter, chairman and managing director of Hayters Ltd., and Brian Edmondson, sales director. The tour starts with the Nairobi Show in Kenya. They plan to visit dealers and users to gain first-hand experience of farm, municipal and domestic marketing problems.

Sales of Hayter mowers and 'Mightly Midget' portable welders to the African continent now account for nearly 10 per cent of the company's production and nearly 50 per cent of its total exports.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on these pages.

Japanese order valued at £90,000

Landon Kingsway Ltd., members of the Simms Group of Companies, have received a Japanese order valued at £90,000 for their 'Kingsway' heating products, including burners, micronic oil filters, etc.

The company's Persian agents recently ordered 120 'Whirlex' pressure jet oil burners.

80 per cent exports

Darwen Equipment Makers (WPM) Ltd., a subsidiary of the Reed Paper Group, currently export over 80 per cent of their production range. Their 'Wrapidwind' web despatching machine is sold in the United States, Canada, Denmark, Sweden, Finland, Holland, West Germany, Belgium, France, Austria, Luxembourg, Switzerland, Ireland, South Africa, South America and Japan. Negotiations have just been opened in East Germany, Italy and Australasia.

Orders for actuators

Since being launched in February of this year, the English Electric 'Cybac' range of actuators has made a considerable impact on industry—particularly in the export market. Orders have been received by the company's Industrial Actuator Division at Luton from many parts of the world. Principal among these are orders for 246 actuators for a natural gas pipeline in Russia, 126 actuators for a $73 million oil refinery being built at Sasolburg for the National Petroleum Refineries of South Africa, 230 actuators for installation at the Yallourn Power Station near Melbourne, Australia, and 140 actuators for the automation of existing and new gate valves at the Esso oil refinery at Trecate near Milan, Italy.

Working on a 2,000-acre experimental farm at Fes, about 250 miles north-east of Casablanca, Morocco, a Massey-Ferguson 400-bagger combine harvests grain seed for next year's harvest Two of these combines, made in the MF plant at Kilmarnock, Scotland, were delivered in June to the experimental farm, which supplies seed grain (wheat, barley and oats) to farmers in the Fes and Meknes area.

£500,000 engineering services and plant

Following the acceptance of a feasibility study, Davy and United Engineering Company Limited won a contract for further engineering services and the supply of new plant which will increase the output of a cold strip plant at Thessaloniki, Greece, by approximately 40 per cent to an annual target of 275,000 to 350,000 tons, according to the proportion of tinplate and other thin gauge material produced.

The contract is worth just over £500,000 and will be completed by mid-1970.

Car sales up

Overseas sales, report British Leyland Motor Corporation, moved ahead strongly in the first six months of 1969, with 216,629 cars, an increase of 7·4 per cent over the same period in 1968. The USA was the largest single market for British Leyland cars with a total of 43,067, an increase of 34 per cent, while other markets to show increases were Italy (27,354, + 12·5 per cent), Switzerland (10,989, +24·0 per cent), Denmark (13,535, +21·5 per cent), South Africa (8,847, +39·2 per cent), Canada (8,800, +21·3 per cent) and Portugal (5,602, +15·7 per cent).

The total car export figure of 216,629 is claimed to be 62·6 per cent higher than the Corporation's nearest competitor.

Silhouette identifies product

C. & J. Hampton Ltd. Sheffield, has just completed a three-year re-packaging programme for its 'Record' tools. The company, employing more then 1,000 people, exports over 40 per cent of its output to 120 countries.

The dominant colour on the new packs is blue, to match the distinctive blue paint in which 'Record' tools are stove-enamelled.

Each pack carries a silhouette of the product, which makes it quickly identifiable in non-English speaking markets. Metric equivalents are also printed on the packs. It is estimated that in the next year more than 600,000 packs will be used.

Felt tip markers for the West Indies

The Carter's Ink Co. (GB) Limited of Peckham have recently exported a consignment of their 'Draws-a-Lot' and 'Marks-a-Lot' felt tip markers to Jamaica. The company's markers are also popular on the Continent and regular deliveries have been made to France over the past 18 months.

Pressure electrolyzers to Zambia

CJB (Projects) Limited have been awarded a contract to supply two pressure electrolyzer installations to the meteorological office of the Zambian Government through the Crown Agents. The electrolyzers produce hydrogen for filling radio sonde balloons, which are sent up at six-hourly intervals to signal pressure, humidity and temperature information to be picked up by radar and transcribed into weather forecasts.

The contract, valued at £20,000, is the first direct export order for this new type of electrolyzer, following an initial order for 10 similar electrolyzers for the British Meteorological Office, of which three will be used in the United Kingdom and the remainder overseas.

Rush order to beat the ice

An order received by Scandura Ltd., of Cleckheaton, Yorks, for 1¼ miles of heavy-duty mine conveyor belting must be delivered in Bergen by September 15 at the latest – otherwise the approaches to Spitzbergen may be iced up. The company, a member of the BBA Group, is already at work on the order, which calls for an anti-static, flame-resistant belting 36 in. wide and with a solid woven carcase, capable of working in temperatures as low as −20°C. It had to be ready to leave the factory by August 23.

Computers worth over £800,000

Honeywell Limited announce contracts for seven computers, worth well over £800,000, with five organizations in the Frankfurt area, West Germany.

Four of the customers are data processing service bureaux and the fifth is a leading co-operative society. All seven computers were manufactured at Honeywell's Newhouse, Lanarkshire, factory.

Turbines for desalination plant

Greenwood & Batley are to supply three turbines, valued at more than £30,000, for Blue Hills desalination plant on New Providence Island in the Bahamas.

The order has been placed by British Aqua-Chem of Motherwell who are building the plant for the Government of the Bahamas. Located in Nassau, the plant will have a capacity of 2,000,000 gallons a day.

British design can sell in Europe

British-designed and equipped ladies' hairdressing salons are now appearing all over Europe and will soon be seen in countries as diverse as Jamaica and Ceylon. Spearheading this unusual aspect of Britain's export effort is Serventi Limited, a British company founded in 1910. The company, with a factory in North London and showrooms close to Regent Street, in London's West End, is currently involved in salon contracts worth over 34 per cent, while other markets to show in-

Specializing in total design contracts, the company takes responsibility for all internal decor and furnishings of hotels, restaurants, hairdressing salons, even ships and manufactures both modular and purpose-made furniture for such schemes. The hairdressing salons on the *QE2*, at Harrods and at Selfridges in London are recent examples.

Aircraft sales in Middle East

British Aircraft Corporation and BOAC Associated Companies have announced the sale of BAC One-Eleven 400 series aircraft to Gulf Aviation of Bahrain. The first aircraft will be delivered before the end of the year and provision has been made for delivery of a second aircraft in approximately 12 months' time.

This new sale brings the total of BAC One-Elevens ordered to 180 aircraft. They are in operation with or are on order by 26 airlines, two governments and four business corporations, and fly to destinations in 50 countries. Orders for the One-Eleven now total £140 million for 112 aircraft.

British farm machinery exports

Britain's agricultural engineering industry exported over £100 million worth of tractors and farm machinery in the first six months of this year – 9 per cent more than in the corresponding period of 1968, according to the Agricultural Engineers Association. Last year the industry exported a record-breaking £182 million worth of equipment.

Imports from January to June this year were up by 1 per cent – a 26 per cent fall in tractor imports being counter-balanced by a rise in imports of tractor parts, most of which are assembled and exported in completed tractors. In addition, there was a 4 per cent rise in imports of agricultural machinery.

The United States, Australia and South Africa were still among the biggest buyers of Britain's agricultural engineering products, but growing sales were reported from some of the EFTA countries.

Sugar refinery contract

Work will begin at the end of this month on the supply, fabrication and erection of a sugar refinery extension at Usine Ste. Madeleine, near San Fernando, Trinidad. The whole contract, placed with Tate & Lyle Enterprises Limited, is worth £500,000 in two stages. The process and mechanical plant are being designed by Tate & Lyle Technical Services Limited. George Wimpey & Co. Limited have a £140,000 construction contract and are currently preparing designs for the new building. Wimpey will also carry out the design and installation and mechanical and electrical services.

Link with Spanish industrial group

Hillspan—the Hill Construction Company (Engineers) Ltd. of Southampton—has concluded a trading agreement with the Spanish industrial group, Comelsa, to jointly promote world-wide sales of their industrial and agricultural products. Mr. Dudley Hill, chairman and managing director, said: 'We have had a tremendous amount of success in exports since we first moved into this field three years ago. We hope to reach £1 million a year turnover in exports within the next two or three years. The link with Comelsa will accelerate this development.'

Hospital service for Amazon jungles

A contract worth £3 million to supply the complete infrastructure for a hospital service on a 'turnkey' basis throughout the interior of the Brazilian State of Amazonas has been won jointly by The International Professional Consortium for Health Services (IPCHS) and Coseley Buildings Ltd., of Wolverhampton. The contract, which allies the provision of British 'know-how' with exports of goods and equipment, provides for professional and technical consultancy services, the supply and supervision of erection of prefabricated buildings, the supply of all medical equipment from X-ray and surgical equipment to bandages and cutlery, the preparation of staffing schedules and maintenance requirements and arrangements for loan finance. The network of prefabricated health centres will comprise seven hospital units, 24 health centres and 13 outpatients/emergency units located at 44 sites, also 25 houses, fully furnished and equipped, to accommodate doctors.

This contract brings Coseley's export order book for 1969 to a record £6 million.

Personnel changes – and increased business

After 12 years as the manager of Pirelli's southern tyre sales division, Mr. Frank Briggs has been appointed as the company's tyre export sales manager. He succeeds Mr. Charles Leeds, who is to take up a senior post within the company's United Kingdom tyre marketing organization. Mr. Michael Palmer, previously resident head of Pirelli's Australia sales force, has returned to the United Kingdom to become assistant tyre export sales manager.

New manager of Pirelli's southern United Kingdom division is Mr. Bill Hogg, for 12 years manager of the company's Manchester branch. The new Manchester chief will be Mr. Bill Frazer, previously special representative at the organization's Nottingham branch.

Last year Pirelli, with factories in Burton-on-Trent and Carlisle, increased tyre exports to its 32 overseas markets by 46 per cent. A further heavy increase is expected for 1969.

Cranes for Canada, Brazil, Holland

Canadian Pacific have ordered a Portainer dockside crane for Quebec and three rubber-tyred Transtainers for container handling in their terminal yards at Quebec, Montreal and Toronto from Paceco-Vickers, London. This brings total export orders for Paceco-Vickers so far this year to over £2 million. Their cranes are built at the Vickers Scotswood works, Newcastle-upon-Tyne.

Other recent orders include two Portainers for Brazil and a third crane for Sea-Land Services Inc. for installation at the Port of Rotterdam, Holland.

Alternator sets for Australia

The Electricity Commission of New South Wales, Australia, has placed a £500,000 order for two English Electric Vulcan 4.5 MW diesel alternator sets and all auxiliary equipment, with an option on a third set, for its power station at Broken Hill. Included in the order are switchboards, controls, alarm systems, cooling water towers, fuel storage tanks, and a complete fuel treatment system.

Broken Hill is a fast-growing industrial town of some 20,000 population situated 700 miles inland from Sydney at about 1,000 ft. above sea level.

This contract brings the total number of engines from English Electric Diesels Limited ordered or delivered to Australia in the past 12 months to 72 and valued at over £2 million. A comprehensive service support is provided by English Electric Diesels Australia Limited.

New record level

Direct exports of the Dunlop Group in June 1969 were 28 per cent higher than in June last year, bringing their total value for the first half of this year to a new record level of £17.25 million, an increase of 16 per cent over the corresponding period of 1968. The figures make no allowance for the value of indirect exports of vehicle and aircraft components, which amounted to an estimated £7 million.

The increase in direct exports has been spread across the Group's product range, but particularly notable increases have been achieved in industrial and consumer products.

Overseas shipments of industrial products as a whole have risen by nearly 40 per cent mainly to North America and Europe, and the Angus companies acquired late last year have made a significant contribution to this total, while exports of Dunlop's Gateshead-based Hose Division have doubled this year.

Among exports of consumer products, which in total are 20 per cent higher, overseas sales of sports equipment of all kinds have risen by 22 per cent and nearly half the total production is currently exported to more than 100 countries.

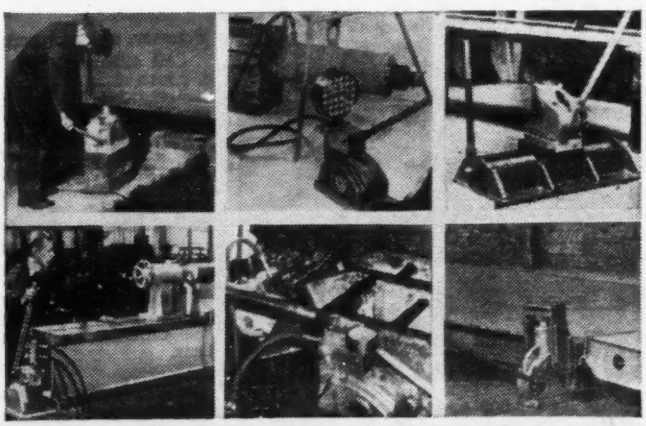
Steel tube and bottle plant for Japan

A major design contract for Japan has been placed with Fielding Plant Design Limited, of Bournemouth, who are consultants and designers of heavy hydraulic press plant and a member of the Redman Heenan International Group. The contract is for a large steel tube and bottle plant for Nippon Kokan Kabushiki Kaisha.

The first stage of the installation only is currently involved, incorporating a 1,750-ton hydraulic push bench plant and a 100,000-litre accumulator station, the total value of this section of the plant being in the region of £1 million.

The plant will eventually be capable of manufacturing steel tubes and bottles having outside diameters of up to 1100 mm.

British shoe manufacturing machinery in use in St. Louis. Mr. S. Miles, HM Consul-General in St. Louis (left), talks with Mr. Joseph Goldstein, vice-president of Kalmon Shoe Manufacturing Company. On the left is a heel seat ironer manufactured by The Standard Engineering Company of Leicester, and on the right a heat setter manufactured by Cox & Wright Ltd. of Rushden.



A set of pictures from a new export catalogue, produced by Tangyes Ltd. and Epco Ltd., two members of the Central Wagon Group, in seven languages: Spanish, German, French, Italian, Finnish, Swedish and Portuguese. The pictures show Hydrapak jacks and hand pressure pumps in operation.

£1.3m. marine projects by Taylor Woodrow

Two contracts valued at about £1.3m. are being carried out by Taylor Woodrow International Ltd. at Port Hedland, Western Australia, where extensive mining operations are in progress.

One, valued at £800,000, is for the construction of a 1,444 ft.-long loading jetty for Mount Newman Mining Co. Pty Ltd.

The jetty, 84 ft. in width, will consist of a reinforced concrete deck supported by 422 steel tube piles of 24 in. and 42 in. diameter.

Because of the very high tide range at Port Hedland, the work level of the jetty is 30 ft. above water level at low spring tide.

The second contract, due for completion in the autumn of this year, is a £490,000 project for floating and fixed navigation aids to mark the seven-mile dredged approach channel to the harbour. The channel permits ore carriers of up to 100,000 tons d.w. to reach the two iron ore loading berths within Port Hedland at all states of the tide, despite the 22-ft. tidal range.

The contract includes the design and construction of 21 beacon and loading light structures, of which 16 are offshore; the specification, supply and installation of two moored navigation buoys, and the lighting equipment associated with the buoys and marker structures, together with the renovation and improvement of a number of existing buoys.

As wind and wave conditions in the area can be exceptionally severe, the structures have been designed to resist 140 m.p.h. cyclone winds combined with a 33 ft.-high storm wave.

The buoys and lighting equipment will be provided by AGA (UK) Ltd., and the anti-snatch mooring chains and anchors by Armstrong Whitworth Marine Ltd.

These are the third major projects at Port Hedland by Taylor Woodrow International, who completed in 1966 a contract for Goldsworthy Mining Pty. Limited's ore handling jetty and ship loader within the harbour.

£500,000 power generation equipment contr act

Hawker Siddeley Electric Export Ltd. has received a £500,000 contract to design, build supply and commission a new 7.2MW diesel generating station on St. Kitts in the West Indies and to increase by 350kW the capacity of the existing station on the nearby island of Nevis.

The St. Kitts installation, to be built at Basseterre adjacent to an existing station already equipped with Hawker Siddeley generating plant, will provide power for an expanding coast-to-coast holiday site at Frigate Bay.

The equipment will be manufactured and the installation carried out by Hawker Siddeley Group companies. Mirrlees Blackstone Limited of Stockport, Stamford and Dursley, will provide the engines; Brush Electrical Engineering Co. Ltd., Loughborough, will supply the alternators, switchgear and transformers; motors and cables will come from Crompton Parkinson Ltd., and starters from Morecambe Electrical Equipment Co. Ltd.

The building is being prefabricated in Britain by Kelvin Construction Co. Ltd., Glasgow, and will be erected by local labour. The projects will be co-ordinated by the Group's Brush Hawker Siddeley Engineering Division.

Flour storage unit for Eire

G. & R. Gilbert Ltd. recently installed an indoor mechanical discharge bulk flour storage unit at The Ardee Bread Company, Ardee, Co. Louth, Eire. This unit is claimed to operate efficiently and smoothly with Irish flour, well known for its difficult flow properties.

The silo is a rectangular unit with hoppered base and has a live capacity of 16 tons of flour.

Largest mushroom plant for United States

What is claimed to be the largest mushroom tray handling plant manufactured in the UK went on test at Costessey recently prior to export to the United States. Introduced by Engineering Design and Production Ltd. of Rose Lane, Norwich, the plant is the result of several years' research and development work following close co-operation with some of the country's leading mushroom farmers and growers. Almost 120 ft. in length and costing around £30,000, the plant is fully automatic and can handle the filling, spawning, casing and emptying operations individually or undertake filling and emptying simultaneously. The only labour required is a plant supervisor, fork lift drivers and lorry drivers.

Designed to meet the future needs for mushroom farm mechanization, the plant can handle up to 240 trays per hour and produce an estimated reduction of up to 80 per cent in mushroom tray handling costs.

Crystallizers for East Germany

Newton Chambers Engineering Limited, of Thorncliffe, near Sheffield, has gained a £100,000-plus contract to supply four stainless steel paraxylene crystallizers to East Germany.

The crystallizers will be part of a £13 million chemical processing plant under development at Schwedt on the River Oder—the German-Polish boundary line.

This is the second contract won by Newton Chambers for these fabricated vessels. Earlier this year the company constructed the first crystallizers of this type built in the UK for a Czechoslovak refinery at Bratislava.

£150,000 orders for copying machines

Orders worth more than £150,000 from Portugal, Austria, Denmark, Norway, Malta, Cyprus, Gibraltar, Zambia and East Africa have been won by a British photo-copying machine company, it was announced recently. This follows success in France where the company, Leed Limited, of Merton, London, is now exporting more than 1,000 machines a week. The company manufactures the 'Copymate' machine, which has a current retail price in the UK of 14 gns.

Marketing agencies and distribution centres are being set up in many parts of the world, and later this year Leed Limited expect to achieve complete coverage within EFTA and the British Commonwealth. Total shipments to EEC to date value £300,000.

Record label exports to Eire

A substantial increase in label sales to Eire is reported by P. P. Payne's Labelling Products Division. During the first half of this year, sales were 50 per cent up on total sales for 1968, and a spokesman said that a further improvement could be expected in the next six months. Orders have been received for a variety of the firm's garment labels, including new-style 'Elegant', also swing tickets.

Paynes appointed new agents, Trimtex Marketing of Dublin, early this year.

Largest marine paint order

The Storry Smithson Group of Companies, British member of the world-wide Transocean Marine Paint Association, have secured their largest single marine paint order to date—the complete protection of a 235,000-tons d.w. tanker building in Japan for Greek interests.

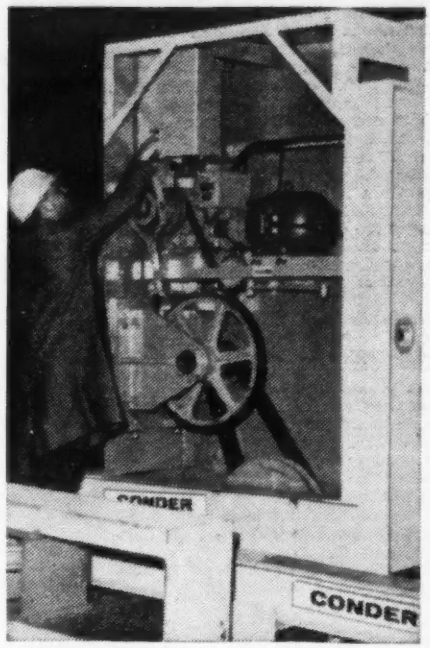
The tanker, under construction for Nomikos (London) Ltd. by Ishikawajima-Harima Heavy Industries Co. Ltd. and due for delivery in June 1970, will be treated throughout with Transocean coatings, the order having been secured by Storry Smithson in conjunction with the Association's Japanese member, the Nippon Paint Co. Ltd.

Nuclear fuel elements for the Netherlands

A contract has been signed between N.V. Gemeenschappelijke Kernenergiecentrale Nederland and the UK Atomic Energy Authority for the fabrication of reload nuclear fuel elements required for three years' operation of the Dodewaard 54 Megawatt (electrical) direct-cycle boiling light water reactor. The fuel elements consist of sintered pellets of enriched uranium dioxide clad in zircaloy-2. M.M.N. Dessel will act as sub-contractors to the Authority for the assembly of the fuel.

The Dodewaard direct-cycle boiling light water reactor is fuelled with enriched uranium and moderated and cooled with light water. The reactor began operation in 1968 and is now operating at full power.

The Authority offers a fully comprehensive service for the design, supply and reprocessing of fuel elements for all types of reactors including pressurised water reactors and boiling water reactors



Conder Auto-Electric drive mechanisms are being supplied for a new eight-door hangar at Hong Kong's Kaitok International Airport The photograph shows a door mechanism being inspected prior to shipment at the company's factory at Burton-on-Trent.

Wines for Canada

The Merrydown Wine Company of Horam, Sussex, is now selling both its dry and medium-sweet apple wine to Alberta at the rate of 1,200 cases annually—three times up on last year.

Canada orders car accessories

Orders worth more than £5,000 from Tony Morris Racing, the Calgary motor accessory distributors, have been placed with Gordon Spice Ltd., the wholesale factors of Thames Side, Windsor. Over 50 different products make up the shipment, including steering wheels, instruments and rally seats.

Gordon Spice, who directs retail shops in London and the home counties, drives for Britax-Cooper-Downton and is the current leader in the British saloon car championships (1300 cc class) and second overall.

Orders from Canada and Africa

The Transmission Division of the Telephone Manufacturing Co. Ltd., a member of the Pye of Cambridge Group, announce the receipt of two orders, totalling £40,000, from Canada and Africa.

The Canadian order, valued at £30,000, is for the extension of the Manitoba communications network and provides for the equipment to be installed in Morden, Darlingford and Somerset.

The African order, valued at £10,000, is to extend the Malawi communications network. The equipment was purchased through the recent UK Government loan.

Deliveries of these equipments will be completed in early 1970.

Six more HS 748s ordered

A further six orders for Britain's top-selling airliner, the Hawker Siddeley 748 turbo-prop, have been announced. Total sales of the twin Rolls-Royce Dart-powered feederliner are now 213, of which 161, worth nearly £77 million, are for overseas customers.

The new contracts, together worth about £3½ million, are from Royal Nepal Airlines Corporation (2) and Philippine Air Lines (2), while two aircraft will be supplied to unnamed overseas operators.

The sale to Nepal was made after a demonstration in the country of the 748s shortfield performance and its ability to operate in a rugged environment.

Philippine Air Lines currently operate ten HS 748s and the two additional aircraft will join their fleet within the next few months.

Mobile crane for Norway

A Coles Aeneas 12-ton-capacity mobile crane has been undergoing tests at the Sunderland works of the British Crane and Excavator Corporation Limited before being shipped to Norway. The machine, bought by Norelectro A/S of Kirkeness, will be used on the construction of a new hydro-electric power station in Russia and will be handed over to Russian engineers on completion of the contract.

South-west African contract

The recently established South West Africa organization of George Wimpey & Co. Limited at Windhoek has won its first contract, in competitive tender with other local contractors. Under a £3 million contract for the South West Africa Administration, Wimpey will construct a 22-ft. carriageway from Windhoek's international airport to the agricultural town of Gobabis, through 100 miles of pastureland.

During the next two years plant worth more than £1 million will be used in the construction of earthworks and culverts and the laying of a gravel sub-base, gravel or crushed stone base course and a bituminous surface dressing.

Diesel taxis save money

Amsterdam taxi driver Cornelius Kramer still clocks up 4,000 miles a month, but now at a saving of £30, despite the increased cost in Holland of purchasing a car, licensing it and buying petrol, and all because he has shrewdly changed over to diesel power. He is, in fact, the first of a growing number of Netherlands taxi owner-operators to have a British-manufactured diesel engine fitted into his taxi – a Perkins four-cylinder, 52 bhp diesel engine.

Following the debut of a prototype car, more than 30 similar models have since been converted to diesel power for taxi work in the Netherlands.

£1.25 million contract

A contract worth £1.25 million for the construction of the world's first sulphuric acid plant utilizing sulphur dioxide derived from phospo-gypsum has been awarded to Simon-Carves (Africa) Pty. Ltd., a subsidiary of Simon-Carves Chemical Enginering Ltd., Stockport.

The plant will be built at Phalaborwa in the Northern Transvaal and will have a capacity of approximately 500 short tons a day of sulphuric acid.

The gypsum will be processed to produce cement and sulphur dioxide which is used to produce sulphuric acid. An interesting feature of the plant is that it will be capable of using either raw sulphur or gypsum as its main raw material.

Design work has been started and the first phase of commissioning will begin in November 1970.

Melting furnaces for Poland

Birlec Limited recently received a further order from Elektrim, the Polish purchasing agency dealing with electrical goods. The order is for a 300kW mains frequency coreless induction melting installation for steel. This installation comprises two furnace bodies, both capable of melting up to 15 cwt. (750 kg.) of steel but operating alternately from a single electrical power unit. Altogether, 24 furnaces of this type, valued at over £420,000, have been sold by Birlec in the past five months.

£3 million contract from Guyana

A £3 million telecommunications contract from Guyana has been won jointly by GEC-AEI Telecommunications Ltd., of Coventry, and Telephone Cables Ltd., of Dagenham, subsidiary companies of the GEC. The British firms, who faced strong international competition, will supply a comprehensive telecommunications network, embracing the expansion of existing public telephone exchanges, the provision of 15 new exchanges, an international switchboard, 200 miles of microwave and UHF radio systems, subscribers' telephones and an expansion of the underground telephone cable network.

When this modernization and expansion programme is completed in 1972 Guyana will have more than doubled its present number of telephone lines, and will introduce a nationwide subscriber trunk dialling network.

Javelins for pre-Olympics

Accles & Pollock's 'Apollo Aerodynamic' javelins (men's and women's) have been approved for use in the Canada Summer Games 1969. The Summer Games are to be held in Halifax, Nova Scotia, and more than 3,000 athletes from 10 provinces and one territory will be competing in these pre-Olympics.

The company's Canadian agents report that 'Apollo' javelins have found increasing acceptance among athletes in Canada over the past few years and are now the most widely used in the country. More recently the Province of Quebec has officially adopted the 'Apollo' javelin for its schools.

Guyanan sea wall contract

An £820,000 contract to construct a sea defence in Guyana has been awarded to George Wimpey & Co. Limited by the Ministry of Works and Hydraulics of Guyana. Wimpey, whose work in building the University of Guyana is approaching completion, will begin immediately on the project, which will take two years to complete. Some 8,400 ft. of reinforced concrete sea wall will be constructed. Consulting engineers for the project are Sir William Halcrow and Partners.

These and other sea defence works are being financed from a loan by the Ministry of Overseas Development.

Cranes for Somali Ports Authority

At a recent ceremony held at the Offices of the Somali Ports Authority, a £46,000 contract was signed between the Authority and Jones Cranes Ltd., of Britain for delivery early next year of five cranes of six tons capacity and one of 15 tons. Payment was arranged through the auspices of the new Somali Development Bank.

Machine tools for Singapore

A £23,000 order for machine tools has been won by George H. Alexander Machinery Ltd., of Dudley, Worcs. The machinery is being shipped to Singapore as part of the Engineering Industries Development Association scheme to assist the development of industry in various parts of the former colony.

The order comprises a 4HB 1:1 hydraulic die sinker, five 3A pantographic die sinkers, two cutter grinders, two master toolmaker milling machines and a 2B engraving machine, complete with spares and accessories.

Telephone network for Malta

An order worth £225,000 for a telephone transmission network in Malta has been placed with GEC-AEI Telecommunications Ltd., by the Ministry of Technology.

Orders for semen containers

BOC Cryoproducts exported more than 1,000 Vivostat containers for the storage of bull semen at liquid nitrogen temperatures (−96° C.) during the past six months. Total value was about £54,000. The containers enable the semen to be kept almost indefinitely, so a cow can be artificially inseminated by semen from a bull which may have died years before. Preservation of bull semen in this manner allows a high producing herd to be built up in a few years.

Major orders were received from Poland (560 10-litre containers and Rumania (195 containers from 10 to 650 litre capacities).

Generating plant for Australia

Mirrlees Blackstone Limited, of Stockport, a Hawker Siddeley Diesels company, is to supply four 2.4 MW diesel-powered generating sets worth over £300,000 to the Mount Newman Mining Co. Pty. Ltd., of Perth, Western Australia. The generating equipment is for an expansion programme to the £100 million Mount Newman iron ore project, situated 260 miles inland from Port Hedland in Western Australia.

Two generating sets will be installed at the mining site at Mount Newman, boosting the output of the mine's power station to 15.5 MW. The two other sets will provide additional electrical supplies for the Nelson Point iron ore shipping facilities at Port Hedland, increasing the generating capacity of the Port's power station to 14.4 MW.

This year Mirrlees Blackstone won the Queen's Award to Industry for export achievement, and the company's K Major range of diesel engines has received a 1969 Council of Industrial Design capital goods award. Almost 200 K Major engines, totalling 850,000 horsepower, have been sold since the range was introduced in 1965.

Airtubes for Kabul hotel

Lamson Engineering Co. Ltd., Hythe Road, London, N.W.10, has received an order for a 2¼-inch airtube system for the Intercontinental Hotel Corporation's new hotel in Kabul, Afghanistan. Designers and main contractors for the complete turnkey project are Taylor Woodrow International Ltd., and sub-contractors include Drake & Scull of Croydon through whom the Lamson order was received. The hotel, now nearing its completion, is planned as an all-year-round seven-storey 'western-style' luxury hotel to meet the growing needs of international tourists. The airtube system, which will have six stations and will be used for conveying chits, accounts and similar documents, will be sent round the Cape to Karachi, then across the Khyber Pass to Kabul.

Diesel helps reduce Munich to Kabul fares

A Perkins-powered coach arrived in Munich recently from Kabul, Afghanistan, after a 4,700-mile test drive to pioneer a new passenger service. A regular schedule is planned between the two cities.

The 20-day test trip was made to assess both road conditions and the coach itself, which is fitted with a 120 bhp Perkins six-cylinder 6.354 engine. The International Harvester coach was fitted with this particular engine because of its low fuel and oil consumption, also durability, and the return fare from Kabul to Munich is expected to be fixed at about $150, claimed to be considerably lower than charges made by other companies.

It is also likely that a freight service will be opened between Kabul and Munich with trucks fitted with 170 bhp Perkins V8 diesel engines.

£1.8 million electroplating equipment contract

Two contracts for electroplating equipment and chemicals valued at £1,806,000, to be supplied to factories in the Soviet Union, have been received by Efco Limited – a member of Hooker Metal Finishing International – from V/O Techmashimport, one of the Soviet Foreign Trade organizations.

The contracts, signed in Moscow recently, are the eight fully automatic electroplating machines to be manufactured by the Electro-Chemical Engineering Co. Ltd. – one of the Efco group of companies – and installed at components factories serving the Fiat complex at Togliatti, for which Efco have previously received orders for equipment valued at approximately £4 million.

Export sales raised to 83 per cent

Rose, Downs & Thompson Limited, of the Davy-Ashmore Group, who specialize in vegetable oil extraction and processing plant for the animal by-product, chemical and food processing industries, announce orders for two specially designed meat and bone meal solvent extraction plants for Italy. These are relatively small plants for use in Genoa and Sardinia and have respective capacities of 25 and 50 tons per day. Rosedowns will engineer and design the plants in Hull, while the company's representatives in Genoa will carry out manufacture in Italy.

These latest successes lift Rosedowns' export business to approximately 83 per cent of total sales.

Rectifier plant for electro-tinning line

The Rectifier Equipment Division of Westinghouse Brake and Signal Co. Ltd. is to supply the rectifier plant for a high-speed electro-tinning line to be installed in the cold mill of the steelworks at Magnitogorsk, USSR. The contract, worth £240,000, is for the rectifier and control equipment for the electrolytic cleaning, pickling, tin-plating and chemical treatment processes. The main contractor for this project is the Head Wrightson Machine Co. Ltd., Middlesbrough.

£6 million expansion programme

A £6 million expansion scheme to increase output of diesel engines has been announced by the Perkins Engines Group. The scheme – entailing an extension of the present 1,300,000 sq. ft. plant at Eastfield, Peterborough – will become effective in the autumn of 1970.

Currently 86 per cent of all diesel engines produced at Peterborough are exported.

£400,000 orders in one month

The Hydrovane Compressor Company Limited reports over £400,000 of export orders received in one month. Exports have already increased by 45 per cent in the first seven months of 1969 over the same period last year, and have doubled in three years.

Successes have been achieved in France and Italy, and even more particularly in Germany where a wholly-owned sales and service subsidiary, set up last year, is already producing profits.

Largest expansion in company's history

Mr. Charles Potts, chairman and founder of the six-year-old engineering company, Controlled Engineering (Thorp Arch) Ltd., has announced the largest expansion in the company's history. The major element in this expansion is an order worth £78,000 for Herbert machine tools – including numerically-controlled horizontal borers, also lathes and grinders – which will be financed by a loan scheme introduced recently by Herberts.

Controlled Engineering is a 130-strong company which has a notable record. Over 80 per cent of its £500,000 turnover is at present exported to Belgium, France, Sweden, Canada and the United States. The company make and service jigs and fixtures needed in production engineering.

Film processor for Moscow

The Soviet Union has placed a £27,000 order for a high-speed film processing machine, a Photomec, which will be specially built at St. Albans to meet the requirements of the 35mm colour motion picture films used in the USSR. Delivery will be made to a processing laboratory in Moscow next summer.

The order was obtained by the Bell & Howell professional division, exclusive distributor of Photomec equipment in most countries outside the United Kingdom. Three months ago the division secured a Soviet order for its own film laboratory equipment to the value of £112,500.

Contract for Las Palmas power station

A contract was signed in London recently for a 33 MW power station to be built at Las Palmas, Canary Islands, for the Union Electrica de Canarias. English Electric-AEI Turbine Generators Ltd. will be responsible for the complete electrical and mechanical plant, civil design and co-ordination of the project. The portion of equipment exported from Britain will be worth nearly £1.5 million, including additional GEC switchgear and transformers being supplied to the neighbouring island of Tenerife, where English Electric-AEI recently completed a 44 MW power station for the same customer. This contract is being financed under a loan arrangement from Glyn Mills & Co. backed by ECGD.

This is the first export order announced for one of the new range of single-cylinder turbines which English Electric-AEI recently developed with overseas power utilities in view.

Bright facias on Costa Brava

Twenty-one tons of alumina ceramic worth £6,000 left South Wales by road recently for London, to be shipped to Spain. The consignment, produced by Royal Worcester Industrial Ceramics Limited at Tonyrefail, Glamorgan, is on its way to a new cement factory near Madrid, to be used in machinery for grinding white cement and ceramic tiles. This white cement will be used to provide a bright facia for holiday villas and hotels on the Costa Brava. Alumina ceramic was chosen as the grinding media because of its resistance to abrasion and wear. It is claimed to be almost diamond-hard.

Electrode boilers for Canadian mine

A further three electrode boilers, valued at more than £12,000, have been ordered from Parkinson Cowan by the International Nickel Company of Canada. The boilers, each of 3 MW rating, are to extend the present installation for heating the accommodation of the company's mining community at Thompson, Manitoba, near Hudson Bay. To date, 12 boilers have been supplied for this installation, one of the largest electrode steam boiler installations in the world. Together they will be capable of producing over 100,000 lb. of steam an hour.

Furniture for Australia

A further order, valued at £2,000, from Australia, for New Country Style pine dining room and kitchen furniture, has been announced by Ducal Limited of London.

£2,000 order from Bermuda

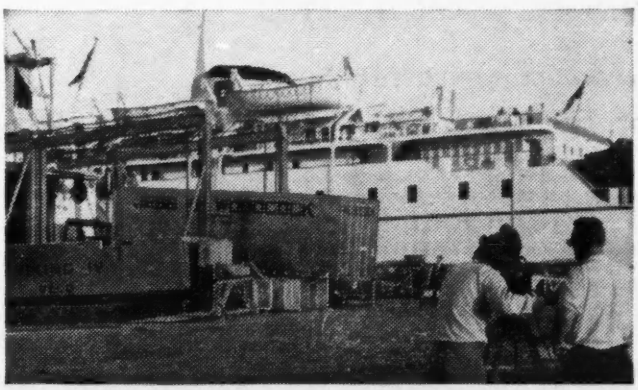
An order for military chests, valued at £2,000, has been received by Ducal Limited from Bermuda.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.



Filming an export load being driven on to Thoresen Car Ferries' Viking IV at Southampton is a BBC camera unit. As part of a 'Made in Britain' documentary film about exports, the unit is following the journey of a 42 ft. long Crane Fruehauf trailer owned by J. B. Woodcock (Shipping) Ltd. of Barking, carrying a load from Avon Tyres in Wiltshire to their European distributors in Zurich.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1658/69 modifies **Regulation (CEE) No. 1461/69** fixing the amount of the subsidy for skimmed milk processed for the manufacture of casein and caseinates (*Journal Officiel* No. L211 dated August 23, 1969.

Regulation (CEE) No. 1659/69 relates to regular auctions for butter held in stock by the intervention organizations, modifies in particular **Regulation (CEE) No. 1033/69** and concludes the regular auctions set out by **Regulation (CEE) No. 1034/69** (*Journal Officiel* No. L211 dated August 23, 1969).

CEREALS: CORRECTION

The Board of Trade Journal dated August 20, 1969 (page 526) contained an announcement about **Regulation (CEE) No. 1533/69** determining for the 1969/1970 Marketing Year, certain marketing centres for cereals and the derived intervention prices relevant to them. The *Journal Officiel des Communautés Européennes* No. 210 dated August 22, 1969, contains a correction to this Regulation affecting the derived intervention prices.

FRUIT AND VEGETABLES

The *Journal Officiel des Communautés Européennes* No. C108 dated August 22, 1969, contains the texts of a number of Proposed Regulations affecting products in the fruit and vegetables sector.

1. Proposed Regulation relates to the standardization of the import regulations applied by each Member State with regard to third countries for processed products with a fruit or vegetable base.
2. Proposed Regulations fixing the ceiling price for
   - tomato concentrates
   - peeled tomatoes
   - asparagus
   - peaches in syrup
   - pineapples in syrup

It should be noted that the texts of these Proposed Regulations, when finally approved, may differ from the draft texts referred to above.

The French texts of these Proposed Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Transport in the EEC

THE *Board of Trade Journal* dated August 9, 1968 (page 435) contained an announcement about **Regulation (CEE) No. 1017/68,** applying the rules of competition to transport by road, rail and inland waterways. The *Journal Officiel des Communautés Européennes* No. L209 dated August 21, 1969, contains the texts of two Regulations affecting **Regulation (CEE) No. 1017/68.**

Regulation (CEE) No. 1629/69 relates to the method of procedure, the tenor and the other methods of complaint set out in Article 10, the objections set out in Article 12 and the notifications set out in Article 14, paragraph 1 of **Regulation (CEE) No. 1017/68.**

Regulation (CEE) No. 1630/69 relates to the hearings specified by Article 26, paragraphs 1 and 2 of **Regulation (CEE) No. 1017/68.**

The French texts of the above Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Association agreement between Tunisia and the EEC

THE *Board of Trade Journal* dated June 4, 1969 (page 1581) contained an announcement about two Proposed Regulations for the implementation of certain of the provisions of the Association Agreement between Tunisia and the European Economic Community.

These Regulations have now been approved and the texts, together with those of a further two Regulations and of the Association Agreement, have been published in the *Journal Officiel des Communautés Européennes* No. L198 dated August 8, 1969. Details of all these Regulations are set out below.

Regulation (CEE) No. 1469/69 concerns the safeguard provisions in the Association Agreement between Tunisia and the EEC.

Regulation (CEE) No. 1470/69 fixes the provisions applicable to the importation into the EEC of the products covered by **Regulation (CEE) No. 1059/69,** and originating in Tunisia. **Regulation (CEE) No. 1059/69** replaced **Regulation (CEE) No. 160/66** as the basic Regulation setting up the common market organization for goods resulting from the processing of agricultural products. (See

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, E.C.4, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Board of Trade Journals dated June 25, 1969 (page 1778) and July 23, 1969 (page 249).

Regulation (CEE) No. 1471/69 relates to the importation into the EEC of olive oil obtained entirely from Tunisia.

Regulation (CEE) No. 1472/69 concerns the importation into the EEC of citrus fruits originating in Tunisia and affects products falling within the following headings of the EEC Common Customs Tariff:

Tariff No.	Products
ex 08.02 A	Sweet oranges, fresh
ex 08.02 B	Mandarins and satsumas, fresh; clementines, tangerines and other similar citrus hybrids, fresh
ex 08.02 C	Lemons, fresh

The texts, in French, of all the Regulations and of the Association Agreement referred to above, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Imports from non-community countries

THE FRENCH *Journal Officiel* of August 7 published a list of products which may benefit from Community treatment when accompanied by circulation certificates (DDI or DD3) and when fulfilling certain import conditions. The qualifying items fall within tariff headings ex 03.01 B.II, ex 03.02 A and B, ex 12.03 A, ex 16.05 B.I.c, ex 22.05 B, ex 29.23 D.III and ex 31.02 B.

Applications for import licences should be made on Form AC stating the country of origin and consignment and bearing the words 'en libre pratique' (preceded by the letters CEE and name of country of consignment when necessary) and should be sent to the Direction Générale des Douanes et Droits Indirects (division E), 8 rue de la Tour des Dames, Paris, 8e.

The *Journal* of August 13, 1969, page 451, published a list of the products which do *not* benefit from community treatment

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

SPAIN

Opening of global quotas 1969

THE SPANISH global quotas for 1969 were published in the *Board of Trade Journal* dated February 7. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1969. Applications in respect of quota Nos. 23 to 32 inclusive should be presented from September 1 to October 1; and in respect of Nos. 47 and 53 from September 1 to September 30.

Quota No.	Goods	Value of licences for which applications are invited
		(Pesetas)
23	Non-liberalized wood manufactures	Unspecified
24	Miscellaneous textile fibres	Unspecified
25	Yarns of miscellaneous textile fibres	Unspecified
26	Coconut yarns	Unspecified
27	Fabrics of miscellaneous textile fibres	Unspecified
28	Tulle, lace, velvet and knitted goods	Unspecified
29	Special fabrics	Unspecified
30	Carpets and rugs	Unspecified
31	Ready-made clothing	Unspecified
32	Other textile manufactures	Unspecified
47	Dumpers	110,000,000
53	Buses, fire-engines and parts for the manufacture of commercial vehicles	137,500,000

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import duty suspension correction

THE *Board of Trade Journal* dated August 20, page 529, stated that the Spanish import duty suspension on unwrought aluminium ingots would now also cover Tariff Heading 86-01 A 2. This should have read: 'Tariff Heading 76-01 A 2'.

(SPAIN, *continued on next page*)

EUROTARIFF SERVICES

The Customs Tariff of the European Communities (English edition), incorporating the Common External Tariff (CET), the Kennedy Round Concessions and additional taxes, with amendment service.

* * *

Special Folder Service – Tariff extracts for selected countries, world-wide, covering clients' products, with amendment service.

* * *

"Report on Europe" (Monthly) by Gavin Gordon.

Full details and subscription rates can be obtained from:

EUROTARIFF (GREAT BRITAIN) LIMITED,
10 Duke Street Mansions - 60 Duke Street - London, W.1.

TELEPHONES: 01-499 1532 01-493 1377

Import duty suspension: Extension of time limit

NOTICE was given in the *Board of Trade Journal* dated February 28, page 648, of a suspension of the customs duty on stainless-steel bloom coils (Tariff heading 73.15 B 2 b). The Spanish authorities have announced that the suspension has been extended until November 17, 1969.

Joint assembly: turbine electric generators

IN THE *State Gazette* of August 15, 1969, the Spanish authorities published approval under the Special System of Joint Assembly (details of which were published in the *Board of Trade Journal* dated August 11, 1967, page 368), of a pro-forma resolution for the manufacture of turbine electric generators with less than 250 mVA power for thermo-electric power stations.

The parts, components and auxiliary materials which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duties. On application, specific resolutions could be approved by the Directorate of Tariff Policy, given technical and sufficiently detailed description of the parts, components, etc., to be imported with reduced import duties, provided that the total value of such parts does not exceed 20 per cent in the case of thermo-electric power stations of 30 mVA or less, or 30 per cent in the case of stations between 30 and 250 mVA.

From the time of coming into force of the first specific resolution for the joint assembly of these generators, no reductions or exemptions for the import of this kind of machinery will be granted. The current pro-forma resolution will remain in force for a period of two years from August 15, 1969.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Joint assembly: motor vehicles for transport of earths, rocks and ores

IN THE *State Gazette* of August 15, 1969, the Spanish authorities published approval under the Special System of Joint Assembly (details of which were published in the *Board of Trade Journal* dated August 11, 1967, page 368) of a pro-forma resolution for the manufacture of motor vehicles specially designed for the transport of earths, rocks and ores, with body for these purposes and with unloading devices, with an empty weight in running order of less than 15 tons.

The parts, components and auxiliary materials which may have to be imported for inclusion in the Spanish manufacture will be subject to a reduction of 95 per cent of the corresponding import duties. On application, specific resolutions could be approved by the Directorate of Tariff Policy, given technical and sufficiently detailed description of the parts, components, etc., to be imported with reduced import duties, provided that the total value of such parts does not exceed 30 per cent.

From the time of coming into force of the first specific resolution for the joint assembly of these vehicles, no reductions or exemptions for the import of this type of vehicle will be granted. The current pro-forma resolution will remain in force for a period of two years from August 15, 1969.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Joint assembly electric generators

NOTICE was given in the *Board of Trade Journal* dated May 3, 1968 (not 1967, as stated in the August 6 issue, page 401), page 1387, of the Spanish Government's intention to institute a joint Spanish/foreign scheme for the construction of certain types of electric generators (between 250 and 700 mVA inclusive).

The Spanish authorities announced in their *State Gazette* of August 20, 1969, that they have approved a specific resolution on behalf of 'La Maquinista Terrestre y Maritima, S.A.' for the manufacture (under joint assembly) of one electric generator of 375 mVA power.

La Maquinista Terrestre y Maritima, S.A. is therefore authorized to import, with a reduction of 95 per cent of the normal customs duty, the parts and materials to be incorporated.

This generator is being manufactured for the thermal power station at Besos, and as the minimum percentage of Spanish elements to be incorporated must not be less than 61 per cent of the value, the value of the parts and materials to be imported with reduced duty must not exceed 39 per cent of the total industrial cost price of the generator. The parts, elements, etc., to be imported with reduced duty amount to 39,569,373 Pesetas.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Customs tariff modifications

NOTICE was given by the Spanish authorities in the *State Gazette* of August 15 of the following Tariff modifications:

Tariff Heading	Description	Definitive duty	Transitory duty	GATT duty
84.41 A 2 a	Machines designed to be used only for special kinds of sewing (for sewing leather, footwear, sacks, buttons, etc.):			
(1)	Overlock machines	20%	16%	16%
(2)	Other	20%	9·5%	16%
84.41 A 2 b	Other	55%	31·5%	44%
87.02 B 2	Motor vehicles, specially designed for the transport of earth, rocks and ores, with a body for these purposes and with unloading devices:			
	(a) When empty weighing 15 tons or more	50%	30%	
	(b) When empty weighing between 7 tons and less than 15 tons and with a centre wheelbase of not more than 3·5 metres	50%	30%	
	(c) When empty weighing more than 3 tons and less than 7 tons with a centre wheelbase not more than 2·8 metres	50%	30%	
	(d) Other	85%	50%	
	The additional Note Number 3 of Chapter 87 is cancelled.			
98.15	Vacuum flasks and other vacuum vessels, complete with cases, parts thereof, other than glass inners	50%	45%	

Customs tariff wording modification

THE SPANISH authorities have announced the following:

Tariff Heading	Description
23.07	Prepared forages with sugar or molasses added; other preparations of a kind used in animal feeding.

Inquiries about this notice should be addressed to: Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Appendix List of Customs tariff

THE SPANISH *State Gazette* of August 15, published a decree extending the Appendix List to include the following:

Tariff Heading	Description	Reduced duty	Valid during
87.02 B 2 a	Motor vehicles specially designed for transport of earths, rocks and ores, with an empty weight in running order of 15 tons or more	5%	Two years
b	Motor vehicles specially designed for transport of earths, rocks and ores, with an empty weight in running order of 15 tons or more, between 7 tons and 15 tons, with a centre wheelbase of not more than 3·5 metres	5%	Two years
c	Motor vehicles specially designed for transport of earths, rocks and ores, with an empty weight in running order of 15 tons or more, of more than 3 tons weight and less than 7 tons, with a wheelbase of not more than 2·8 metres	5%	Two years
d	Motor vehicles specially designed for transport of earths, rocks and ores, with an empty weight in running order of 15 tons or more, not included in a, b and c above, with three or more motive axles	5%	Two years

Another decree in the same *State Gazette* removed the following item from the Appendix List:

Tariff Heading	Description
84.31 D 2	Case-hardened casting cylinders for machines of an operating width of 3·5 metres or more.

PORTUGAL

Drawback of Import Duty (1)

DIARIO DO GOVERNO, 1st Series, No. 181, of August 4, 1969, published Portuguese Order No. 24218, which authorized the import, under drawback, for a period of two years, of rolled sheets or plates, and of galvanized sheets or plates, of iron, and of 'shells' intended for the manufacture of drums for export under the same arrangement.

The amount to be refunded shall be determined by a Ministerial decision and the period of two years may be extended at the request of the interested parties.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

Drawback of Import Duty (2)

DIARIO DO GOVERNO, 1st Series, No. 182, of August 5, 1969, published Portuguese Order No. 24224, authorizing the import, under drawback, of canvas made from textile fibres, suitable for the preparation of painted canvases for export.

The duties to be refunded shall be those corresponding to the imported canvas used in the preparation of the painted canvas.

The percentage for refund referred to will be calculated from the area of the painted canvas exported, based on the weight of the canvas ascertained at the time of import.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

GREECE

Import and Exchange Control

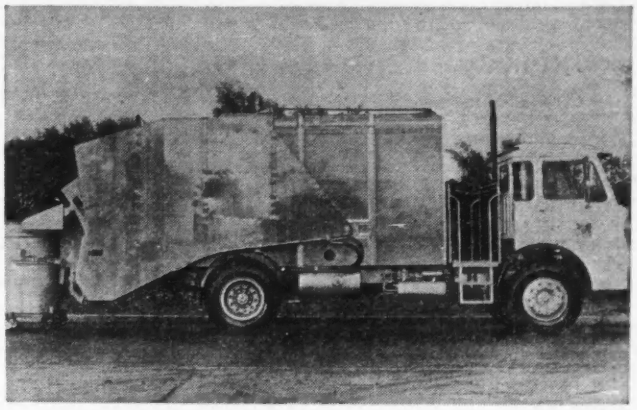
THE FOREIGN Trade Board of the Ministry of Commerce have decided to transfer concrete reinforcing rods from List F 100-1 which contains generally products that can be obtained in Greece, to List P-6 which contains raw materials and machinery of a type not produced in Greece. Import procedure for goods on List P-6 is less restricting than for goods on List F 100-1; this measure has been decided upon to encourage imports from abroad in view of an increasing shortage of such rods in the local market.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

SOUTHERN YEMEN

Foreign investment law

THE Southern Yemen Foreign Investment Law (No. 27) was passed on July 22, 1969 and published in the Legal Supplement to the *Official Gazette* of August 14, 1969. Details are available from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2221).



One of a fleet of 22 Dennis Paxit 3C now in service in Cape Town. Although basically a standard vehicle, there is an extra space between the body and cab for additional members of the crew. This vehicle is one of an order for 16 worth £45,000.

IRAN

Documentation

THE Iranian Ministry of Economy has advised that British goods imported into Iran via Beirut will be refused entry unless

(a) the consignment is accompanied by a certificate of UK origin
(b) the bill of lading through to Iran originates in the UK
(c) any letter of credit is opened directly with the UK.

Readers are reminded that Iran broke off diplomatic relations with the Lebanon in April.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475/420).

Import regulations

THE CENTRAL Bank of Iran has announced that the import of all machineries falling under Customs Tariff No. 848A, with the exception of nail manufacturing machineries, does not need the prior agreement of the Ministry of Economy during the current Iranian year (i.e. until March 20, 1970).

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

ISRAEL

Investment legislation

THE ISRAELI GOVERNMENT has presented two Bills to the Knesset (Parliament) which have been drawn up to encourage investment in industry. The first, an amendment to the Law for the Encouragement of Capital Investment, appeared in the Official Law Proposals No. 836 of June 9. The second, to be known as the Law for the Encouragement of Industry (Taxes), was published in the Official Law Proposals No. 841 of June 23.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE SOUTH AFRICAN *Government Gazette* of August 15 notifies the following custom tariff changes:

Notice R.3110: Specific provision is made for butyl acetates and the duty thereon is increased from 10 per cent to 20 per cent.

Notice R.3111: The description under containers is amended to bring it into line with the Brussels Nomenclature.

Notice R.3112: Provision is made for an ordinary anti-dumping duty on butyl acetates of a f.o.b. price per 2,000 lb. not exceeding R.160 if imported from or originating in the United States of America.

Inquiries may be addressed to the Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4 (Tel. 01-245 5757, Ext. 471/2/3).

SOMALI REPUBLIC

Short Term Development Programme

ANYONE wishing to consult a copy of the Somali Republic Short Term Development Programme, 1968-1970, should contact the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2358) quoting reference CRE 25029/G.

MONGOLIA

New trade marks legislation

REGISTRATION OF FOREIGN trade and service marks was introduced in the Mongolian People's Republic on November 1, 1968. An English translation of the rules governing registration is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, W.C.2.

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-

WEST AFRICA ANNUAL
1969/70 (6th Edn.)
The most comprehensive and accurate reference book on West Africa. A most useful and indispensable Guide containing a wealth of information. Over 400 pages including numerous maps, tables, etc.
(8½" x 5½") (cloth bound)
U.S. $10.50. U.K. 73/-.
JOHN WEST PUBLICATIONS LTD.
Lagos, NIGERIA
U.K. Distributors:
Publishing & Distributing Co. Ltd.,
Mitre House, 177 Regent St., W.1

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

REPUBLIC OF KOREA

Amendment to Alien Land Law

THE MINISTRY of Foreign Affairs of the Republic of Korea have asked HM Embassy, Seoul, to remind British subjects who own land in Korea that under the Alien Land Law amendment (1968) foreign nationals holding rights to land in Korea are required to obtain approval for their title or submit a report within one year of the Law's promulgation, i.e. by July 2, 1969. Although the final date for submitting titles for approval has now passed HM Embassy have requested the Government of the Republic of Korea to give sympathetic consideration to late applications.

The Korean authorities have explained that a distinction should be drawn between registration and approval of a title to land. With the exception of those foreigners who obtained approval for their titles to land under Japanese Imperial Decree No. 470 of December 18, 1936, all foreign landowners are required to obtain approval for their title under the amended law. In the case of residential property (with certain qualifications) occupying sites under 660 sq. metres in area, it is merely necessary to report possession. British firms or individuals who hold titles to land in Korea and who have not already complied with the terms of the amended law are advised to seek the advice of their legal representatives in order to establish whether or not action is required by them to comply with the provisions of the amended law.

Any inquiries about this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252) quoting reference CRE 14772/G.

SINGAPORE

Import control: crockery

THE SINGAPORE *Government Gazette* dated August 15, 1969, publishes the Prohibition of Imports (General Licence) (Amendment No. 11) Notification 1969, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification 1965 by deleting the following:

119. Crockery, of china or porcelain.

Import and Export Notice No. 15/69 adds to the above by stating that these goods are now no longer subject to quota restriction and special licensing. A notice stating that import licensing control had been imposed on these goods was published in the *Board of Trade Journal* of August 13, 1969, on page 470.

Any inquiries regarding this notice should be made to Tariff Section, Export Service Branch, Board of Trade, Room E.47, Hillgate House, 35 Old Bailey, London, E.C.4.

NEW ZEALAND

Consumer (Protection) Information Bill

COPIES OF THE New Zealand Consumer (Protection) Information Bill have been received and are available from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 401). This Bill is due to be enacted in June 1970, and further amendments of substance are not expected. British exporters to New Zealand may find the contents of this Bill informative in respect of labelling, packing, advertising and prices.

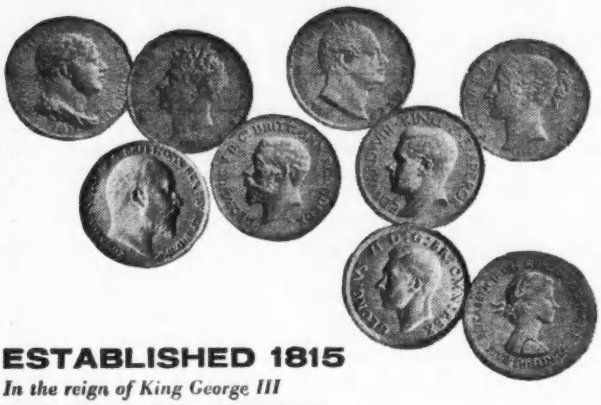
(NEW ZEALAND, *continued on page* 654)

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.



ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

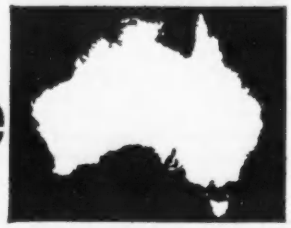
		Telephone Numbers
LONDON:		
Head Office	**St. Mary Axe House, St. Mary Axe, London, E.C.3.**	**01-283 8030**
London Airport	**101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.**	**01-759 3722**
BIRMINGHAM	**(Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.**	**021-743 8171**
GLASGOW	**98 West George Street, Glasgow, C.2.**	**041-332 5887**
GLASGOW AIRPORT	**Cargo Terminal No. 1, Abbotsinch, Paisley.**	**041-887 2181**
IPSWICH	**Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.**	**0473-59494**
LEEDS	**Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.**	**09737-3121**
LEICESTER	**11 De Montfort Street, Leicester, LE.1 7.GE.**	**0533-25477**
LIVERPOOL	**Cunard Building, Liverpool, L.3 1.EU.**	**051-236 9931**
LIVERPOOL AIRPORT	**Room 13, Hangar No. 2, Speke, L.24 8.QE.**	**051-427 7329**
MANCHESTER	**261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.**	**061-832 9386**
MANCHESTER AIRPORT	**Wingair House, Wythenshawe, Manchester, M.22 5.PU.**	**061-437 5956**
NEWCASTLE	**Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.**	**0632-29612**
NEWCASTLE AIRPORT	**Cargo Building, Newcastle-upon-Tyne, 3.**	**0632-860966**
NEWPORT	**33 Charles Street, Newport, NPT 1.JT.**	**0633-58058**
PRESTWICK	**Cargo House, Prestwick Airport, Ayrshire.**	**0292-79275**
SOUTHAMPTON	**Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.**	**0703-23731**

In association with offices in Johannesburg, Montreal, New York, Paris and Toronto.

EXPORT PACKERS · CASE MAKERS · CUSTOMS AND INSURANCE BROKERS · CONSOLIDATORS · DOCUMENTARY EXPERTS · SHIPPING, FORWARDING AND TRAVEL AGENTS · AMERICAN, DOMINION AND COMMON MARKET CONSULTANTS · CONTAINERIZATION AND AIR FREIGHT SPECIALISTS

"A MEMBER OF THE MANIFORD TRANSPORT SERVICES GROUP OF COMPANIES"

Want to make a hit in Australia? We'll show you



the right spot

Everyone's talking about export business, but there are problems for the unwary, and Australia is no exception. It has almost 12,000,000 people—plus a high standard of living. It's prosperous—it's expanding. But you need to know more than that! On the spot market intelligence, for instance. We have it! We can supply you with trade figures, market trends, facts about territories, advise you about the areas where your product or service will sell best. We can also assist you in finding agents, give you detailed itineraries of any projected business trip 'down under'. Our London Offices (we have three)—backed by nearly 1,000 offices around Australia—are at your service. You'll find the free booklets mentioned below helpful, too.

THE NATIONAL BANK OF AUSTRALASIA LTD.

Incorporated in the Commonwealth of Australia

Chief London Office: 6-8 Tokenhouse Yard, London, E.C.2.
Tel: 01-606 8070
Strand Branch: Australia House, London, W.C.2.
West End Branch: 11a Albemarle St., London, W.1.

I would like free booklets about: Business development in Australia. Investment. Emigration.

Name..... Enter requirement(s) here.....

Address.....

.....

Post coupon to: **The National Bank of Australasia Ltd., 6-8 Tokenhouse Yard, London, E.C.2.** BOTJ 8/69

NEW ZEALAND, *continued*

Emergency Protection Authority

BECAUSE of the delay in the submission to the Tariff and Development Board of the report of the New Zealand Committee on Inquiry into certain woven textile fabrics, the New Zealand Minister of Industries and Commerce has asked the Emergency Protection Authority to look again into the question of import duty and import licensing on the items referred to it in June 1968. This move has become necessary because under the Act setting up the Emergency Protection Authority any temporary duty imposed as a result of its inquiries lapses after one year.

Details of the temporary duties now in force were given in the *Board of Trade Journal* of November 22, 1968, page 1439.

The Emergency Protection Authority is required to report to the Minister by September 20, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 25006/G.

Customs tariff inquiry: printing machinery

FOLLOWING THE receipt by the Minister of Industries and Commerce, in New Zealand, of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of what permanent form of protection, if any, is necessary in respect of printing machine rollers (other than printing rollers) made of metal, covered or faced with rubber or polyurethane.

The goods in question are classified in the tariff item shown below:

		Rates of Duty		
		British Preferential	Most-Favoured-Nation	General
84.35.01	Printing machinery	Free	15%	25%

The public inquiry will take place in Wellington on Friday, October 31, 1969 at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, October 10, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of guidance will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 759/69.

Customs tariff inquiry: canned pineapple

THE MINISTER of Customs, in New Zealand, has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question of import licensing as it affects canned pineapple.

The goods in question are classified in the tariff item shown below:

		Rates of Duty		
		British Preferential	Most-Favoured-Nation	General
20.06.13	Pineapples	10%	30%	50%

Pineapples are at present exempt from Import Licensing under Licensing Item Code 20.139

The public inquiry will take place in Wellington on Thursday, November 13, 1969, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Thursday, October 23, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 770/69.

Customs tariff inquiry: artificial flowers, foliage and fruit

FOLLOWING THE receipt by the Minister of Industries and Commerce, in New Zealand, of a report from the New Zealand Emergency Protection Authority, the Ministry of Industries and Commerce has referred to the New Zealand Tariff and Development Board, for inquiry and report, the question whether any new or increased duties are necessary in respect of artificial flowers, foliage or fruit, and to consider the question of import licensing as it affects these goods.

The goods in question are classified in the tariff items shown below:

		Rates of Duty		
		British Preferential	Most-Favoured-Nation	General
67.02.01	Artificial flowers, foliage or fruit and parts thereof	25%	45%	60%
67.02.09	Other	32½%	50%	65%

The public inquiry will take place in Wellington on Thursday, October 2, 1969 at 10.30 a.m. Typewriten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand,

(*Continued on page* 656)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: ***Now that the Journal is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available, Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.***

Black and white prints: ***These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.***

Fastest Freighter to

JAPAN*
BY
SABENA

BIG DOOR 707
JET FREIGHTER

* Polar Route Via Anchorage every Friday
* Southern Route every Sunday
Via Bombay and Bangkok
* Through Pallets
from
LONDON & MANCHESTER
via Brussels.

Other SABENA Cargo services to AFRICA, EUROPE, MIDDLE EAST, INDIA, NORTH & CENTRAL AMERICA.

Consult your CARGO AGENT or

SABENA

BELGIAN World AIRLINES

LONDON Skyport 7290/1
BIRMINGHAM 643 6105
DUBLIN 772440
MANCHESTER Mercury 1542
GLASGOW 248 6018/9

SABENA IS A MEMBER OF
1919 IATA 1969
QUALITY IN AIR TRANSPORT

The **Dunedin**
brought the first New Zealand lamb
to Britain in 1882

**Are you
up to date on New Zealand?**

Have you ever heard of a refrigerated sailing ship?

The Dunedin was the first ship to carry a refrigerated cargo from New Zealand to Britain almost 90 years ago. Trade has flourished, but our country still needs overseas manufactured goods to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

Why not get in touch with us here in London? Just for a start, we'll let you have a copy of our important periodical *Review of the Economic Situation in New Zealand.*

The National Bank
OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate, E.C.2. (Tel: 01-606 8311)

Are you turning your back when you could be out front in Australia?

Big things are happening down under. Australia is today a focal point in the Pacific trading area. Its population is expanding–and its people enjoy an extremely high standard of living. Australia is a market no exporter (or investor) can ignore. But what's wanted–and where? We can advise you about the trade opportunities in any state or territory . . . put you wise about local affairs . . . advise concerning finance for new undertakings. Our long experience in Australia, plus the resources of over 530 offices throughout the country and our Business Development Department in London–are at your service. Now!

THE ENGLISH SCOTTISH & AUSTRALIAN BANK LIMITED

Head Office: 55 GRACECHURCH STREET, LONDON, EC3
Chief Administrative Office in Australia: 287 COLLINS STREET, MELBOURNE

not later than Thursday, September 18, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring full information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 757/69.

Customs tariff inquiry: babies' clothing

THE Minister of Industries and Commerce in New Zealand has referred to the New Zealand Tariff and Development Board, for inquiry into and report on, tariff concessions, rates of duty and import licensing affecting babies' and young infants' clothing.

Present concessions under Part II of the Customs Tariff of New Zealand are listed below:

Concession No.	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
31.0	Babies' and young infants' clothing of kinds and sizes as may be approved by the Minister	Free	20%	40%
		Or such rates, not exceeding the *ad valorem* rates applicable in respect of the goods under Part I of the Tariff, as the Minister may in any case direct.		

Current concessions under Reference No. 31.0 are listed in Schedule A to this notice.

The inquiry will cover possible deletions from, additions to, or variations in description of the goods embraced by these concessions. It will also cover the duties or exemptions from duty applicable to such goods.

In addition the Board has been requested by the Minister to inquire into and report on the question of import licensing as it affects the goods in question. The goods fall within Item Code 61.100, in the 1969-70 Import Licensing Schedule, which reads as follows:

Item Code	Tariff Item	Brief Description	Allocation
61.100	ExTariff Chapters 39, 40, 42, 60, 61, 65	Clothing and other articles of Tariff: Chapters 39, 40, 42, 60, 61 and 65, suited for wear by babies and young infants (Note: Licences are available only for the importation of garments listed in Appendix VII).	100% 1968 licences

Appendix VII to the Import Licensing Schedule is reproduced as Schedule B to this notice.

The public inquiry will take place in Wellington on Tuesday, October 28, 1969, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, October 10, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for

a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 1747/69.

Schedule A

Schedule of current 31.0 concessions

Tariff Item	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
39.07.31	Babies' and young infants' clothing of kinds and sizes as may be approved by the Minister Approved: Max. size: Pants, plastic 22 in. waist-crutch-waist Pilchers 22 in. waist-crutch-waist	32½% Aul 45% Can	••	80%
39.07.39	Babies' bibs and feeders	Free	20%	40%
40.13.19	Babies' and young infants' clothing of kinds and sizes, as may be approved by the Minister: Approved: Pants, rubber 22 in. waist-crutch-waist	The *ad valorem* rate of duty to which the goods are liable under Part I of the Tariff		
Chapter 60 and Chapter 61	Babies' and young infants' clothing of kinds and sizes, as may be approved by the Minister: Approved: Max. size: (a) Babies' bibs and feeders Bodices 22 in. chest (buttoned) Babies' bootees Cardigans, jumpers and pullovers 24 in. chest Dressing gowns 27 in. length* Gowns 30 in. length Babies' matinee coats 30 in. length Nightdresses 30 in. length Babies' shawls (b) Overalls with full-length trousers 22 in. side waist to bottom of hem Panties and bloomers 18 in. waist-crutch-waist Petticoats 20 in. length* Pilchers 22 in. waist-crutch-waist Pyjamas made from knitted fabric 24 in. chest Pyjamas made from woven fabric 24 in. chest Shirts made from knitted fabric 22 in. chest Skirts with bodice-type tops 20 in. length* Skirts with straps attached to waist 12 in. from top of waist band to lowest point of hem Sleeping suit with closed foot 24 in. chest Trousers, short 20 in. waist-crutch-waist Trousers, full-length 22 in. side waist to bottom of hem (Note: Where leg terminates in an elasticized ankle band or turn-up cuff, measurement along outside of leg to bottom of elastic band or to bottom of cuff when turned down is not to exceed 24 in.) Vests 17 in. top of shoulder to bottom of hem *Length to be measured from point where shoulder joins neck to lowest point on the hem of garment at the back. Maximum turn-up not to exceed 3 in.	Free	20%	40%
		The *ad valorem* rate of duty to which the goods are liable under Part I of the Tariff.		
65.05.09	Babies' bonnets and helmets	Free	20%	40%

Schedule B

Clothing and other articles of Tariff Chapters 39, 40, 42, 60, 61, and 65 approved for admission under Item Code 61.100

Clothing and other articles of Tariff Chapters 39, 40, 42, 60, 61 and 65 suited for wear by babies and young infants. Licences under Item Code 61.100 are available only for the importation of the following clothing and other articles.

Garments	Size Limit
Babies bibs and feeders Bodies Babies bonnets and helmets Babies bootees Babies breechette and pram sets	22 in. chest (buttoned)
Buster or ranger suits	*20 in. length
Capes, with hood, rubber or plastic	24 in. length overall
Cardigans, jumpers and pullovers	24 in. chest
Coat sets (comprising coat with matching leggings or trousers and with or without matching hat or cap)	*18 in. length of coat
Crawlers and breechettes	22 in. waist-crutch-waist
Dressing gowns	*27 in. length
Duffle coat sets (comprising duffle coat with matching leggings or rtousers and with or without matching hat or cap)	
Duffle coats	*20 in. length
Frocks	*20 in. length
Gowns	30 in. length
Matinee coats, babies	
Nightdresses	*30 in. length
Overalls with full length trousers	22 in. side waist to bottom of hem
Overcoats	*20 in. length
Panties and bloomers	18 in. waist-crutch-waist
Pants, rubber or plastic	22 in. waist-crutch-waist
Petticoats	*20 in. length
Pilchers	22 in. waist-crutch-waist
Pyjamas made from knitted fabric	24 in. chest
Pyjamas made from woven fabric	24 in. chest
Rompers	18 in. length
Rompers with bib front and shoulder straps	22 in. waist-crutch-waist
Shawls, babies knitted Shawls, babies woven	
Shirts made from knitted fabric	22 in. chest
Skirts with bodice type tops	*20 in. length
Skirts with straps attached to waistband	12 in. from top of waistband to lowest point of hem
Sleeping bags, babies (with or without hood)	30 in. from highest point of shoulder to bottom at back when laid flat
Sleeping suits with closed foot	24 in. chest
Snow or ski suits with or without hood or feet	30 in. from mid-shoulder to ankle
Socks	5 in. length of foot
Swimsuits and bathing trunks	16 in. waist-crutch-waist
Trousers, short	20 in. waist-crutch-waist
Trousers, full length	22 in. side waist to bottom of hem (Note: Where leg terminates in an elasticized ankle band or a turn-up cuff, measurement along outside of leg to bottom of elastic band or to bottom of cuff when turned down, is not to exceed 24 in.).
Tunic suits (smock type)	*16 in. length of smock
Vests	17 in. top of shoulder to bottom of hem

*Length to be measured from point where shoulder joins neck to lowest point on the hem of the garment at the back. Maximum turn-up not to exceed 3 in.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

AUSTRALIA

Tariff Board Inquiry: anti-knock compound

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of anti-knock compounds (tariff items 29.34 and 38.14).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
29.34.000	Other organo-inorganic compounds	7½%	Free
38.14.000	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils	7½%	Free

This matter has been reported by the British High Commission at Canberra, who have been asked to notify the Australian authorities at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than September 22, 1969. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 1750/69.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

CHILE

Customs Schedule Amendments

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Details	Specific Duty Gold pesos	*Ad val.* duty
05.07.99	Feathers and parts of feathers, etc.	KL Free	100%
09.10.01	Saffron	KL Free	150%
25.03.02.01	Amorphous sulphur	GMQ Free (Until June 30, 1970)	8%
25.03.02.99	Other sulphur	GMQ Free (Until June 30, 1970)	8%
28.17.01.99	Caustic soda (rayon type grade), of 90% minimum concentration, intended exclusively for the manufacture of viscose rayon	KN Free (Until December 31, 1969)	25%
73.31.01	Insert new sub-heading:		
73.31.01.03	Nails, tacks, staples, etc., of iron or steel, for ships	KG Free	85%
74.14.01	Nails, tacks, staples, etc., of copper, for ships	KG Free	85%
78.06	Insert new sub-heading:		
78.06.02	Lead capsules	KL Free	170%
80.06	*Delete* the duties shown opposite this heading and *insert* the following sub-headings:		
80.06.01	Tin capsules	KG Free	170%
	Other articles of tin	KG Free	250%
82.09	*Delete* the duties shown opposite this heading and *insert* the following sub-headings:		
82.09.01	Pen knives	KL Free	200%
82.09.99	Other knives	KL Free	165%
85.04.01	*Insert* new sub-heading:		
85.04.01.03	Accumulators for hearing aids	KG Free	115%
90.08.02	*Insert* new sub-headings:		
90.08.02.01	8 mm. and 16 mm. cinematograph projectors	KG 6·50	190%
90.08.02.99	Other cinematograph projectors	KG Free	100%
90.27.01	Taximeters	KG Free	50%

PANAMA

Visiting businessmen from Britain

THE XI Central American and Caribbean Games are due to be held in Panama from February 28 to March 14, 1970. HM Embassy in Panama City advises that British businessmen should avoid visiting Panama during this period as it is likely that accommodation and travel bookings will be difficult to obtain.

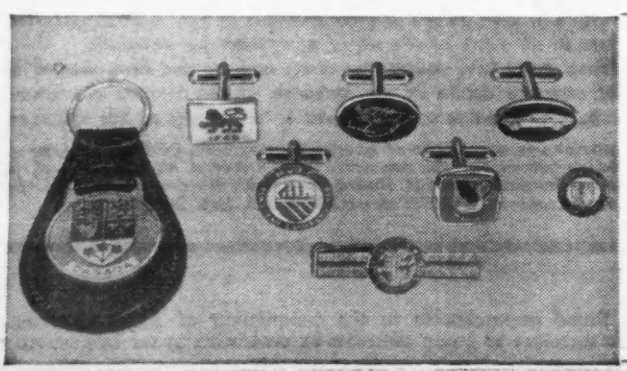
CUBA

New import organizations

HM EMBASSY in Havana report that the Cuban *Official Gazette* of March 14, 1969, announced that a new Cuban impoting organization has been established, under which the four state corporations, Tractoimport, Cubahidraulica, Construimport and Transimport, import agricultural, construction and hydraulic equipment, automotive transport and accessories and spare parts.

The details are:

CESETA (Centro de Servicio Tecnico Automotriz), Ave. de Rancho Boyeros y Calle 100, Havana.



BADGES . ENAMEL CUFF LINKS
PEWTER CRESTED TANKARDS
MEN'S WEAR ACCESSORIES
COMPANY TRADE MARKS
reproduced for advertising
KEY RINGS – ON LEATHER & P.V.C.
MANHATTAN-WINDSOR GROUP
Manhattan Products (Birmingham) Ltd
Windsor Cuff Links Ltd Badges (Birmingham) Ltd
STEWARD ST. BIRMINGHAM 18. ENGLAND.
Telephone: 021-454 6404 Telex: 338633

UNITED STATES

National Commission on Product Safety

ON AUGUST 4, 1969, the President signed United States Public Law 91-51 extending the life of the National Commission on Product Safety to June 30, 1970.

The Commission proposes to hold Public Hearings on September 30, 1969, and October 1, 1969, at the Rayburn House Office Building, Room 2154, Washington DC. The subject of the hearings will be: 'Who tells us about Safety, Education, Advertising, Public Information?'

Interested persons are invited to present oral testimony or to submit written statements at the above hearings. Written statements and requests to submit oral testimony, which should be accompanied by a statement of the substance of the proposed testimony, should reach the Commission at 1016, 16th Street NW, Washington DC 20036, by September 19, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Motor vehicle safety standard amendment

WITH EFFECT from August 19, 1969, United States Federal Motor Vehicle Safety Standard No. 206, which specifies requirements for door locks and door retention components, has been amended.

Inquiries about this notice should be addressed to Export Services Branch (United States Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 19.8.69).

Hazardous substances

WITH EFFECT from August 14, 1969, the United States Commissioner of Food and Drugs has exempted certain kits intended for use in photographic colour processing from certain of the labelling requirements of the United States Federal Hazardous Substances Act.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 9.8.69).

Shoe lathes: duty suspension

UNITED STATES Public Law 91-56, approved August 9, 1969, continues until June 30, 1972, the existing suspension of duty on certain copying shoe lathes.

Inquiries about this notice should be addressed to Tariff Section (United States) Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes:

> 'Single engined fixed wing aircraft for civilian use having a gross weight of from 4,500 lbs. to 5,500 lbs. inclusive, as covered by the certificate of air worthiness issued by the Department of Transport are being transferred from the category of types and sizes made in Canada to that of types and sizes not made in Canada.'
>
> Note: The effect of this memorandum is that all aircraft are presently ruled of types or sizes not made in Canada.
>
> (Ruling effective August 25, 1969)

The above information is contained in Canadian Department of National Revenue Memorandum D51-5-2 dated August 25, 1969.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

The Board of Trade

Export Service Bulletin

posted direct to subscribers daily, Monday to Friday inclusive provides up to the minute information in overseas requirements

Contents

Market Pointers — Export Opportunities
Market Reports — Calls for Tenders
General notices

A Quarterly Supplement 'World Economic Comments' is also published. This gives short summaries of the general economic and commercial climate in most world markets.
Special supplements devoted to particular countries are also published from time to time.

Cost

£10 10s. 0d. per annum (inclusive of postage).

How to subscribe. Cut out and complete this form.

I/We wish to become subscribers to the Export Service Bulletin.

I/We understand that the copyright of the Export Service Bulletin is vested in the Crown, the information therein is for my/our own use, and the Bulletin may only be reproduced in whole or in part with permission of the Board of Trade.

I/We am/are registered and carrying on business in the United Kingdom.

A remittance of £10 10s. 0d. in payment of a subscription for twelve months from today's date is enclosed. (Remittances should be made payable to the Principal Accountant, Board of Trade.)

Signature .....

Name of firm .....

Address to which Bulletin should be sent .....

.....

Date .....

Where to send your application form:

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON, E.C.4.

(Tel. 01-248 5757, Ext. 7058. Telex 886143, AB Bothillgate Ldn.)

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements should be addressed to **HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to: **Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr, Liverpool, Tel: Simonswood 2157 (6 lines).

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry. – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

TALKING OF EXPORT ORDERS . . . is easier if you speak your customer's language. We can teach you to communicate effectively in French, German or Spanish in 3-6 weeks, depending on your aptitude and previous knowledge. Courses are residential and last a week at a time. WESTERN LANGUAGE LABORATORIES LIMITED, 45 Cheltenham Road, Cirencester, Glos. Tel. No. 2894.

HORSE CLOTHING AND BANDAGES – Renowned English manufacturer invites export enquiries. J. W. Wilkinson & Co. Ltd., Newin Works, Highgate, Kendal, Westmorland.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

GIFTS IN A MATCHBOX RANGE. Agents wanted worldwide, also available quality Tartan backed Playing Cards. Cumbrae Supply Co., 5, Erskine Square Glasgow, S.W.2.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
B. H. Varley, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, LSI 4JQ. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271, TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355, TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720-387 4.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

PVC Wallets and Containers

Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

DAVIES BROTHERS
& Co., Ltd. **Est. 1838**

Galvanized Refuse Containers, Cisterns, Cylinders, Swing Waterbarrows—Agricultural Goods—Storage Tanks for Petrol, Oil, etc.—Steel Platework. —Galvanizing—

CROWN WORKS, P.O. Box 11,
WOLVERHAMPTON
Tel: 20252

ring Bells
for
machine tools and sheet metalworking machinery
Price List sent on request
Phone 637398
Telex 557260
Cable 'Ringbells' Leeds 4
H. BELL Machine Tools **LTD.**
Walter Street Leeds 4 England

'ARDUA' Brushes
WHOLESALE & EXPORT
SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) **Ltd.**
(Est. 1890)
Boxmoor Works, 23 Kingsland Road,
Hemel Hempstead, Herts
Hemel Hempstead 51782

Sheet Metal
PRESSWORK

A Battery of Power Presses from 5 tons to 400 tons at your service

Bird, Stevens & Co. Ltd.
Quarry Bank, Staffs.
Telephone HEAD OFFICE (0384-67381) or LONDON OFFICE (01-407 7519) or MANCHESTER OFFICE (061-428 7254)

E. W. Kendall & Co. Ltd.
FOR
CARBIDE TIPPED
CIRCULAR SAW BLADES
MACHINE KNIVES
AND
ROUTER CUTTERS FOR ALL TRADES
write *212-214 Ravenscroft Road,*
or *Beckenham, Kent.*
telephone *Telephone: 01-778 3957/4353*

Variety metal workers in all types of metals to $\frac{3}{8}$" thick. 10' brake presses and guillotines. Rolling capacity to $\frac{3}{8}$" plate.
Cabinets and guards, trunking and tank work.
Fully equipped engineering division, turning to 4' dia., milling capstan and presswork.
Hydraulic spinning to 4' dia. in $\frac{3}{16}$" stainless, hand spinning to 6' dia. x 14g.

A. Richards (Metal Workers) **Ltd.**
West Ferry Road, London, E.14
Telephone: East 5911 (5 lines)

Springs one off or long runs, for every requirement

Tension; Compression; Square Section; Round Section;
Specials to meet individual needs
Flat Springs too;
Also makers of Wire formed articles; Pressings and Stampings, toolmaking. DGI & MOA approved.

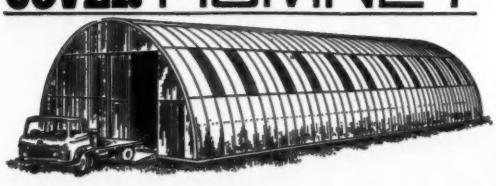
Rickton Springs Ltd.
Onslow Mills Trout Road, Yiewsley
West Drayton, Middlesex.
Phone West Drayton 2332-2352

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' x $\frac{1}{4}$"
Brake Press 10' x $\frac{1}{8}$"

Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: Rippleway 5666-7-8
Member of the Stainless Steel Fabricators' Association.

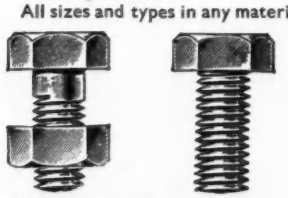
LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS
35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLORS (BILSTON) LTD
204 Wolverhampton Street
Bilston Staffs
Phone Bilston 41689 42448

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook,
Birmingham, 12
Telephone: South 1781 (6 lines)
Trunk Dial 021-449 3781

Your Australian market is now only 20ft. away

That's precisely the length of an ACT Container. 20 feet.

If you trade between the U.K. and Australia prove how near Australia really is and how simple the movement of goods has become. Pick up the telephone, dial our Head Office, or your nearest regional office (addresses below) and we'll tell you about ACT Container through-transport of goods to Australia. You gain a lot!

Speed
Door-to-door in very much less time than a conventional cargo service could ever offer. Save weeks!

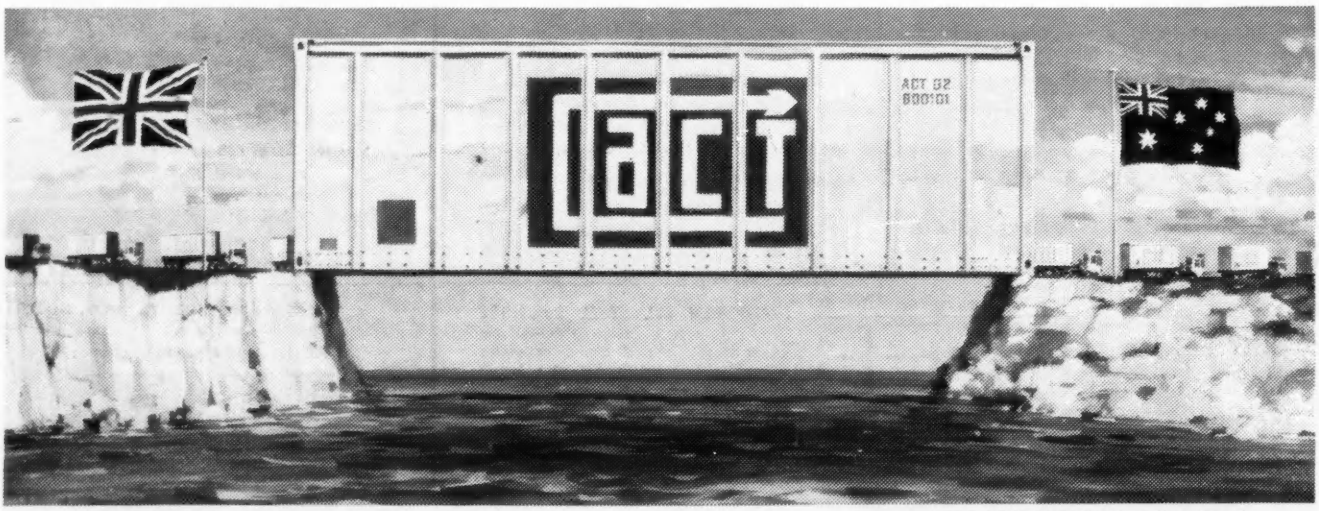
Simplicity
For a full Container load we deliver to your factory, you load and we take away and deliver to your customer in Australia. A part load we will collect from you, or you can deliver to the nearby Containerbase. As simple as that – and the paperwork is reduced practically to NIL.

Reliability
Computer control of every phase of movement. Computer tapes flown out ahead of your shipment, gives your consignee exact time of arrival. You can depend on it.

Safety and Security
Using the latest materials handling techniques, your goods still have to move twenty feet, but they are handled twice only; once into the container and once out: there is little risk of damage.
Container transport stops pilfering. ACT experts will advise on packing, security and economy.

Immediacy
Now. Right now, you can make arrangements for ACT's container service to Australia.
Take the first steps towards your first reduction in total distribution costs for years. Step towards ACT.

Associated Container Transportation (Australia) Ltd
14, Fenchurch Avenue, London E.C.3.
Telephone 01-481 8361.



LONDON REGION Magnet Works, London Road, West Thurrock, Essex. Tel: 0375 76721/5. **MIDLAND REGION** College Road, Perry Barr, Birmingham 22B. Tel: 021-356 7531 Telex: 338094. **N.W. REGION** Barton Dock Road, Urmston, Manchester. Tel: 061-748 9121 Telex: 668423. **LIVERPOOL** Orrell Lane, Bootle, Liverpool. Tel: 051-525 5266. Telex: 668423. **N.E. REGION** Wadefield Road, Stourton, Leeds 10. Tel: 0532 74026 Telex: 557336. **SCOTTISH REGION** Gartsherrie Road, Gartsherrie, Coatbridge, Lanarkshire. Tel: 0236 22414 Telex: 778582. **BELFAST** Lawther & Harvey Limited, Lawther House, Cupar Street, Belfast, BT13 2LT. Tel: 0232 20244 Telex: 74498. **DUBLIN** The British & Irish Steam Packet Co. Ltd., P.O. Box 19A, 12 North Wall, Dublin 1. Tel: Dublin 41821 Telex: 5356. *Freight enquiries also to:* Cunard House, Leadenhall Street, London, E.C.3. Tel: 01-283 1270 Telex: 886109. **BRISTOL** 11 Park Street, Bristol, BS1 5NF. Tel: 0272 24713.